

Working Capital Optimization

Quickly identify cash reserves and effectively implement sustainable measures

How we use our data-driven Cash Detector approach to quickly find potential beyond the obvious

Build an integrated database – Create comprehensive transparency on working capital structure and history

One of the main challenges of working capital optimization is to create transparency about the structure and historical development of capital commitment.

By using state-of-the-art analytics tools, we are able to quickly collect data from different sources on a common platform.

Based on this integrated database, the Cash Detector performs calculations and analyses of your working capital structure, thus creating the necessary transparency.

The results are visualized for all participants in the form of clear dashboards. 

Spare the organization – Ask the right questions immediately

Our approach conserves the capacities in your organization.

Among other things, the Cash Detector accesses transaction data from your ERP system. Our data requests are focused to avoid frequent queries.

Challenges regarding data quality and special features of your business model

are solved pragmatically together with selected employees of your organization. In addition, together with your project team, we concretize original hypotheses on possible causes of excessive capital commitment in milestone workshops.

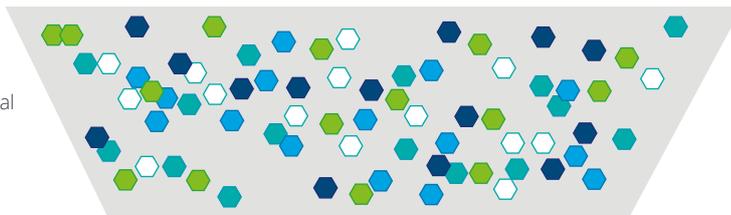
Clear prioritization and high efficiency in our analyses quickly lead to reliable results.

Fig. 1 – Cash Detector approach

Structured Analysis



Method
Bottom-up Working Capital Analysis

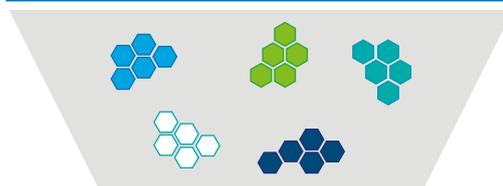


Result
Identification of potential and structural abnormalities

Concretization



Method
Value Stream Mapping, Process Mining, Process Analysis, etc.



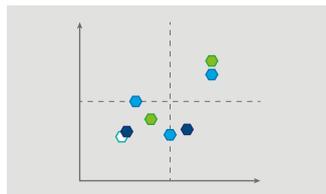
Result
Quantification, identification of dependencies



Prioritization



Method
Prioritization of measures



Result
Levers affecting working capital



Implementation



Method
Detailed definition of measures



Result
Prioritization of actions



Finding hidden causes of unnecessary capital commitment – Digging deeper than usual

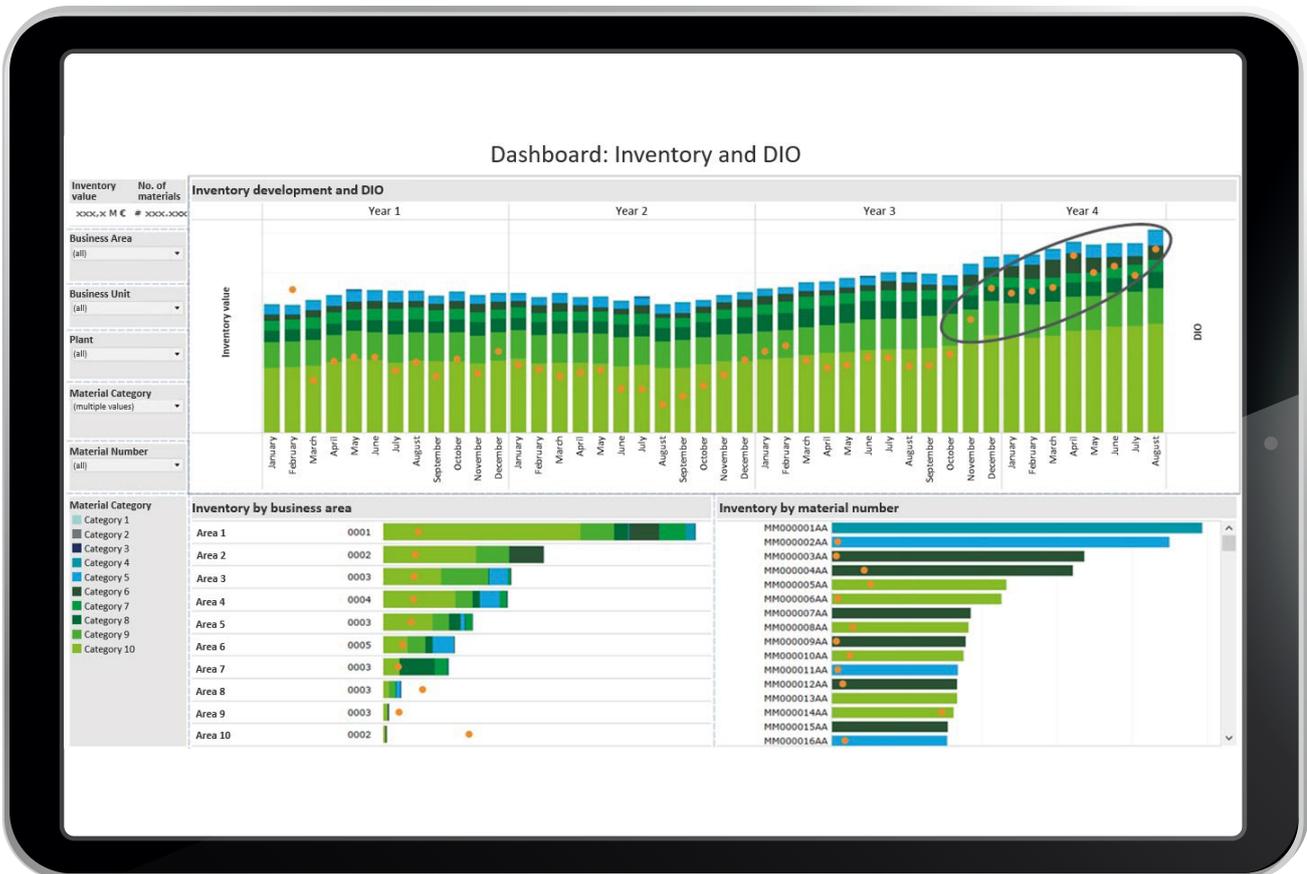
Traditional top-down methods of working capital optimization are often limited to the obvious potential areas.

Our method is based on bottom-up analyses of transactional data. In this way, we also find hidden causes of unnecessarily high capital commitment that go far beyond the obvious.

The jointly developed origin hypotheses can be tested quickly and in great detail and the most important problem areas can be narrowed down.

Possible immediate measures are identified early and can be implemented immediately.

Fig. 2 – Example dashboard inventory



Anchoring effects sustainably – Eliminating causes instead of treating symptoms

A working capital optimization is only sustainably successful if the influenceable causes of excessive capital commitment are permanently eliminated and the effects are sustainably anchored.

Our data-based analyses make the causes of increased capital commitment transparent. The focus here is on those processes and functions that have a significant impact on working capital.

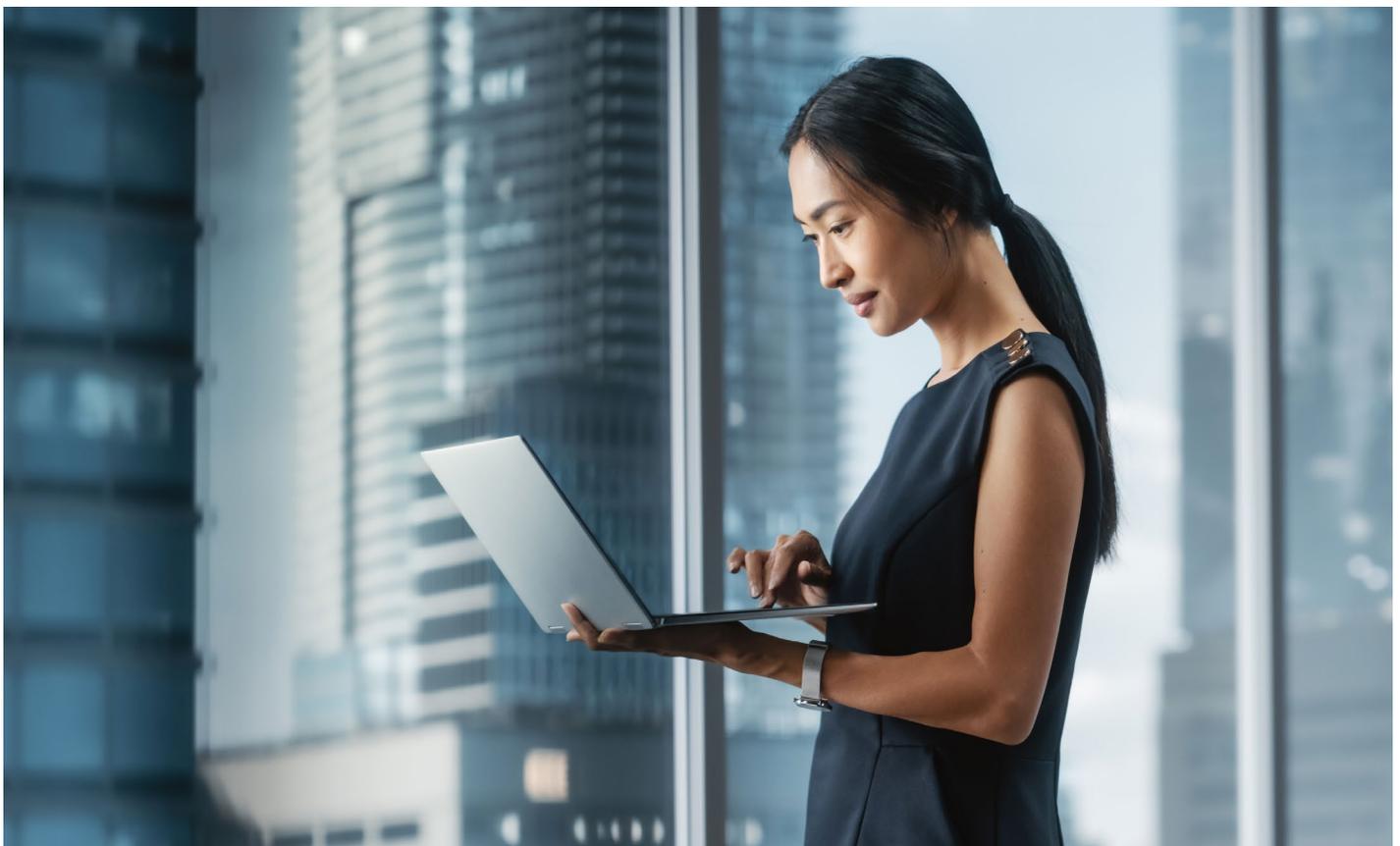
In-depth process analyses can be carried out as required using process mining tools (e.g. Celonis and MPM). This enables us to specifically address procedural weaknesses and their impact on capital commitment.

Together with your internal project team, we use these findings and create the basis for effective measures and lasting effects.

Use operational expertise – Focus on feasibility

The development of measures requires a focused view, which is why we deal with the main causes of capital commitment right from the start. A fast and measurable cash release has priority.

Our operations experts have extensive practical experience and competence and therefore act as sparring partners for your project team. Together we develop the right, implementable measures.



Please do not hesitate to contact us



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