

Cash and receivable issues are on the radar screen for senior-level executives, board members, and Wall Street. If you're struggling to increase free cash flow, SolomonEdwards' Dash-for-Cash (DFC) program is a novel approach to Order-to-Cash (OTC) that frees up working capital by:



Bringing cash in the door



Establishing a roadmap for a sustainable model including a plan to deliver quick results

The biggest impediments to collect are often internal. These issues can compound on each other to keep Day Sales Outstanding (DSO) high. If you check some of these boxes, there's a good chance that we can find your cash and help you improve your processes.

Is Dash-for-Cash the right fit for you?



Our DFC program is tailored for clients who say YES to questions like these:

- ✓ Is your DSO growing?
- ✓ Is your Allowance for Bad Debt growing?
- ✓ Are your Shared Services teams failing to achieve targets and KPIs?
- ✓ Has your Past Due AR increased following a recent system implementation?
- ✓ Is your Customer Master missing key data needed to bill and collect?
- ✓ Is there a lack of accountability for dispute resolution?
- ✓ Do you have multiple ERP systems and lack visibility into detailed Agings?
- ✓ Are there poor incentives for your sales and/or customer service team to fix collection issues?
- ✓ Do you have a big year-end fire drill to bring in cash?
- ✓ Do you lack the bandwidth or expertise to develop a strategic plan to resolve Past Due AR?

Our novel approach to OTC optimization



SolomonEdwards embeds a team to immediately start collecting cash, all while cataloging root cause data. We will:

- Roll up our sleeves alongside your teams
- Validate the processes impacting the ability to collect
- Offer recommendations to fix them
- Identify root causes for non-payment with your Customers, Collectors, and Sales Teams
- Recommend sustainable changes to drive down DSO

...all while we're collecting money for you and generating a positive ROI!



Quote



Credit



Order



Invoice



Collections



Dispute Management



Cash Application

Our Approach



We put experienced people on the ground, working alongside your personnel to identify high priority OTC improvements that have immediate impact on the effectiveness of AR collections. We use a two-phased approach to assess internal practices while executing on the DFC program. Our process includes:

- A targeted 8-week assessment of elements of OTC directly impacting Collection success
- An embedded team of problem solvers focused on diagnosing severely Past Due AR while bringing in the cash
- An actionable plan that takes the roadmap from the blackboard to the DNA of the company
- A methodology that achieves a positive project ROI within 90 days



Program Benefits



We develop a tailored program that brings cash in the door and identifies opportunities for process improvement. Results include:

- Drive faster collections
- Recover reserved balances to achieve ROI
- Increase liquidity
- Improve customer experience
- Improve visibility and accountability through KPIs
- Use time and money for other projects

Successful Engagements



Global Manufacturer of Industrial Equipment

SolomonEdwards helped a Fortune 500 company operating in 50 countries in the middle of an initiative to free up \$200-\$300 million in cash flow from its AR balances throughout its global footprint. We helped the client realize a 700% ROI on consulting fees with the following benefits:

- Over \$33M collected in the first 16 weeks from customers; \$80M in total
- Recovered \$19M in bad debt reserves by focusing on severely aged items
- Developed a roadmap for sustainable improvements to be achieved in 4-6 months

Leading Industrial Services Company

An industry leading supplier of advanced industrial safety equipment and services was falling short of its targeted DSO and working capital. The management team engaged SolomonEdwards to assess its OTC processes, establish targets, and develop a prioritized roadmap. We deployed a modified DFC project team for their specific distressed portfolio.

- Reduced DSO by 7 days in 4 months
- Established a cross-functional accountability model for Past Due AR
- Developed detailed plans to achieve the remaining DSO reduction and transitioned to the client team to execute

About SolomonEdwards

SolomonEdwards is a national professional services firm focused on strategy execution. By providing exceptional people for complex situations, we deliver subject matter expertise, apply proven project delivery models, and design custom solutions for your business.



Caroline Perez, MBA
Principal, Business Transformation
P: 832.941.9074 | E: cperez@solomonedwards.com

