

CASH 2 CASH CYCLE

INNOVATIVE SOFT SOLUTIONS
PONDICHERRY



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WHAT IS CASH-TO-CASH CYCLE?

Any business involved in manufacturing and selling buy RM by paying money , produce products using these RM, sell it to customer, collect money from customer .

Cash-to-Cash Cycle is the time taken from the date you pay to supplier to date on which the payment from your customer reaches your bank account.

Your total Profit for year is depend on two factors : Number of cash-to cash rotations and profit margin per unit product

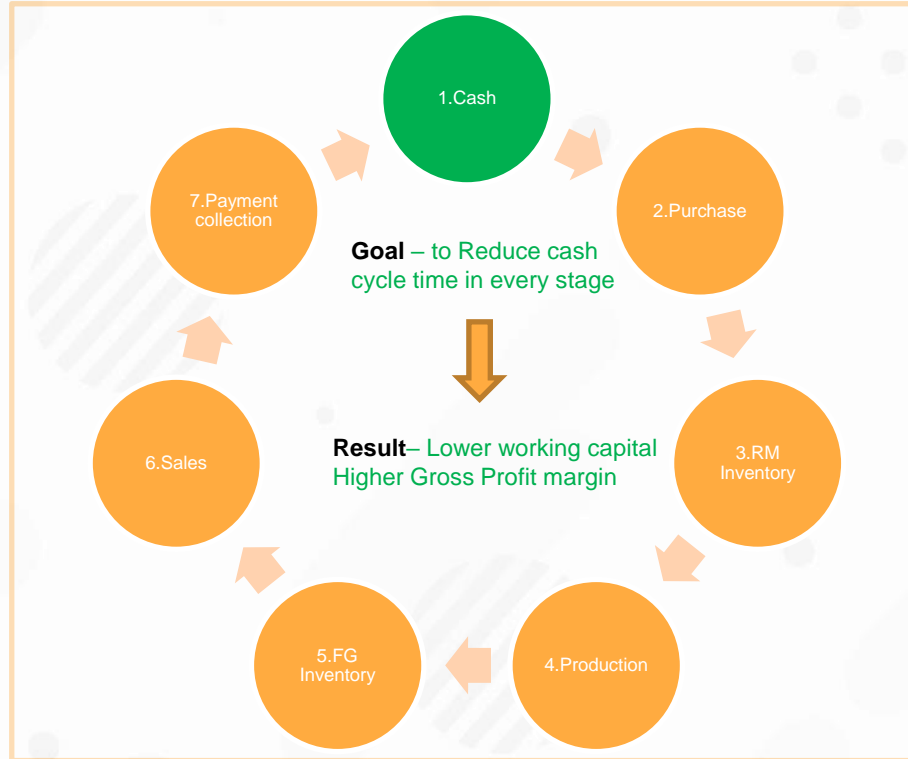
The profit margin goes up by increasing your Product price. Buy you can't do it that easily as your customer should accept it.

But you can reduce the Cash-to-Cash cycle time which is fully in your control and thus increase your profit for the same selling Price!

WANT TO KNOW HOW? LOOK AT THE FLLOWING SLIDES

Improve your cash cycle to get more profit on the same working capital.

CASH-TO-CASH CYCLE



Reduce time in each level to increase your profit!

CASH-TO-CASH CYCLE

Srl	Cash Cycle Stages	Management Control Tools	Actions Needed
1.	Cash	Cash flow Plan for next one month and update on daily basis to avoid – (1) Cash Shortage (2) Excess Cash	<ul style="list-style-type: none"> ➤ Payment dues for suppliers for next one month date-wise. ➤ Receipts dues from customers for next one month date-wise. ➤ Closely follow-up customers for timely payments.
2.	Purchase	Purchase price history graphs. Credit period history graphs.	<ul style="list-style-type: none"> ➤ Purchase at low cost without compromising quality. ➤ Negotiate for better credit period.
3.	RM Inventory	ABC analysis. Fast Moving - slow moving - Non moving stock Analysis. RM Aging Analysis.	<ul style="list-style-type: none"> ➤ Accurate sales forecast. ➤ Purchase to be informed timely on cancellation/reduction/addition of orders for better Purchase planning. ➤ Tracking of Safety stock, Minimum stock, Leadtime for purchase continuously.
4.	Production	Productivity data & history trend charts. Wastage data & history trend charts. Quality Rejection data & history trend charts.	<ul style="list-style-type: none"> ➤ Production Plan for next one month and continually updating it everyday. ➤ Graphs/tables on Productivity, wastage, down time, Quality rejections, Time lost on Non availability of RM/No customer order.
5.	FG Inventory	ABC analysis. Fast Moving - slow moving - Non moving stock Analysis. FG Aging Analysis.	<ul style="list-style-type: none"> ➤ Accurate and continuously updated forecast for any change in customer end to avoid excess Production. ➤ Tracking of Safety stock, Minimum stock, Leadtime for purchase continuously.
6.	Sales	On-Time Delivery table & history trend charts. Order Conversion Rate trend charts. Customer Rejections trend charts.	<ul style="list-style-type: none"> ➤ Sales to track for timely delivery. ➤ Sales to track customer to lift FG as per accepted dates without any delay. ➤ Graphs/Charts/Tables on delayed lifting history on each customer/product.
7.	Payment Collection	On-Time Collection data/charts.	<ul style="list-style-type: none"> ➤ Close follow-up with customer for timely collection. ➤ Graph/Charts/Tables on delayed payment history for each customer/product.

Business Process Automation

- Our business process automation software has Business Intelligence Module that continuously monitors all input data, analyze them and produce the results in form of tables and charts in **dashboard every day** without waiting for you to ask for it !
- It also produces a Monthly Performance Report at end of the month showing where you have improved, where improvement is not adequate and where your actions are ineffective.
- None of your subordinate needs to analyze, generate and send you reports. No one can hide the facts.
- All you have to do is plan improvement action wherever needed and implement!

All these unbiased analysis are automatically displayed without asking for it!

For more information please get in touch with us,



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