

## Optimisation of cash management and refinancing of a German midsize company

Scope	Approach	Results
<ul style="list-style-type: none"><li>■ Reduction of net working capital and improving the refinancing of a German Mittelstands company</li></ul>	<ul style="list-style-type: none"><li>■ Classification of accounts receivable according their due date</li><li>■ Routine customer contacts for payment of due and overdue amounts</li><li>■ Quality improvement programme</li><li>■ Factoring of selected accounts</li><li>■ Business Plans preparation to secure long-term credit according Basle II standards</li><li>■ Negotiation support in meetings with banks</li></ul>	<ul style="list-style-type: none"><li>■ Significant reduction of overdue payments</li><li>■ Quality improvement initiative to reduce payment reductions and delays</li><li>■ External factoring service</li><li>■ Reduction of Net Working Capital by 70%</li><li>■ Long-term bank credit at acceptable terms</li></ul>