



FORTLANE PARTNERS
STRATEGY • M&A • TRANSFORMATION

CASH CULTURE PLAYBOOK

IS CASH CULTURE EMBEDDED IN YOUR ORGANIZATION'S DNA?

OUR PERSPECTIVE





CASH CULTURE PLAYBOOK

**MANY CFOS LAUNCH PROGRAMS TO IMPROVE
CASH, NET WORKING CAPITAL & OPERATING CASH
FLOW**





CASH CULTURE PLAYBOOK

EARLY MEASURES DELIVER **FAST, VISIBLE CASH RESULTS**

INVENTORY



DSO



PAYMENT
TERMS



OPERATING
CASH FLOW





CASH CULTURE PLAYBOOK

BUT WITHIN MONTHS, **OLD HABITS RETURN** – AND THE GAINS ERODE.

DO YOU RECOGNIZE THIS PATTERN?

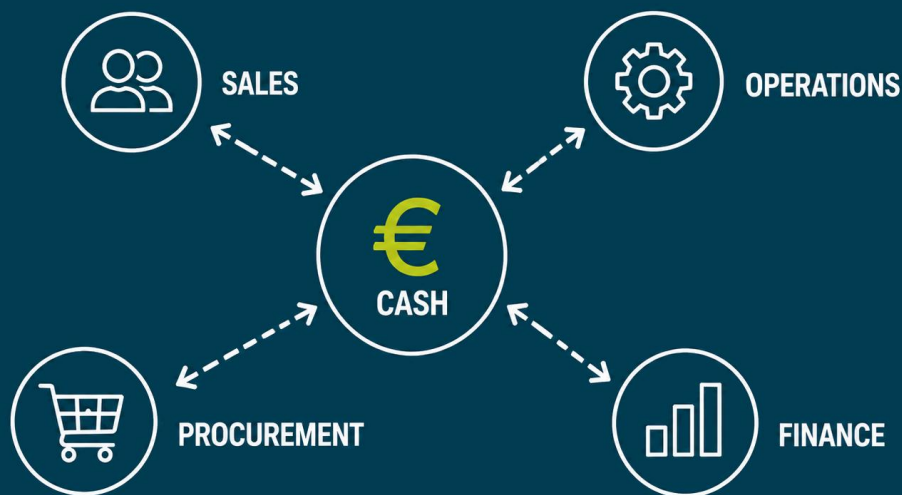
INVENTORY	DSO	PAYMENT TERMS	OPERATING CASH FLOW
↑	↑	↓	↓





CASH CULTURE PLAYBOOK

DO YOU THINK THAT CASH **ISN'T TRULY
EMBEDDED ACROSS YOUR ORGANIZATION?**





CASH CULTURE PLAYBOOK

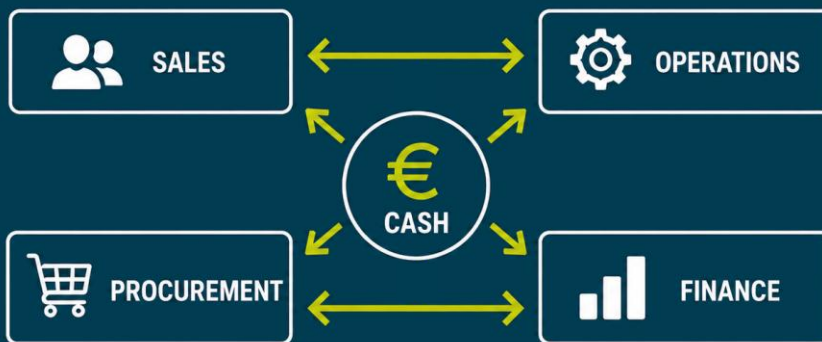
OUR APPROACH: **SUSTAINING CASH PERFORMANCE**





CASH CULTURE PLAYBOOK

MAKE CASH A CULTURE – AND **PERFORMANCE LASTS**



IMPROVED
CASH FLOW



LOWER
INVESTING



HIGHER
RESILIENCE



BETTER
DECISIONS



CASH CULTURE PLAYBOOK

WANT TO LEARN MORE? – **CONTACT US**



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