

INTELLIGENCE MARKET CASE STUDY

WORKING CAPITAL

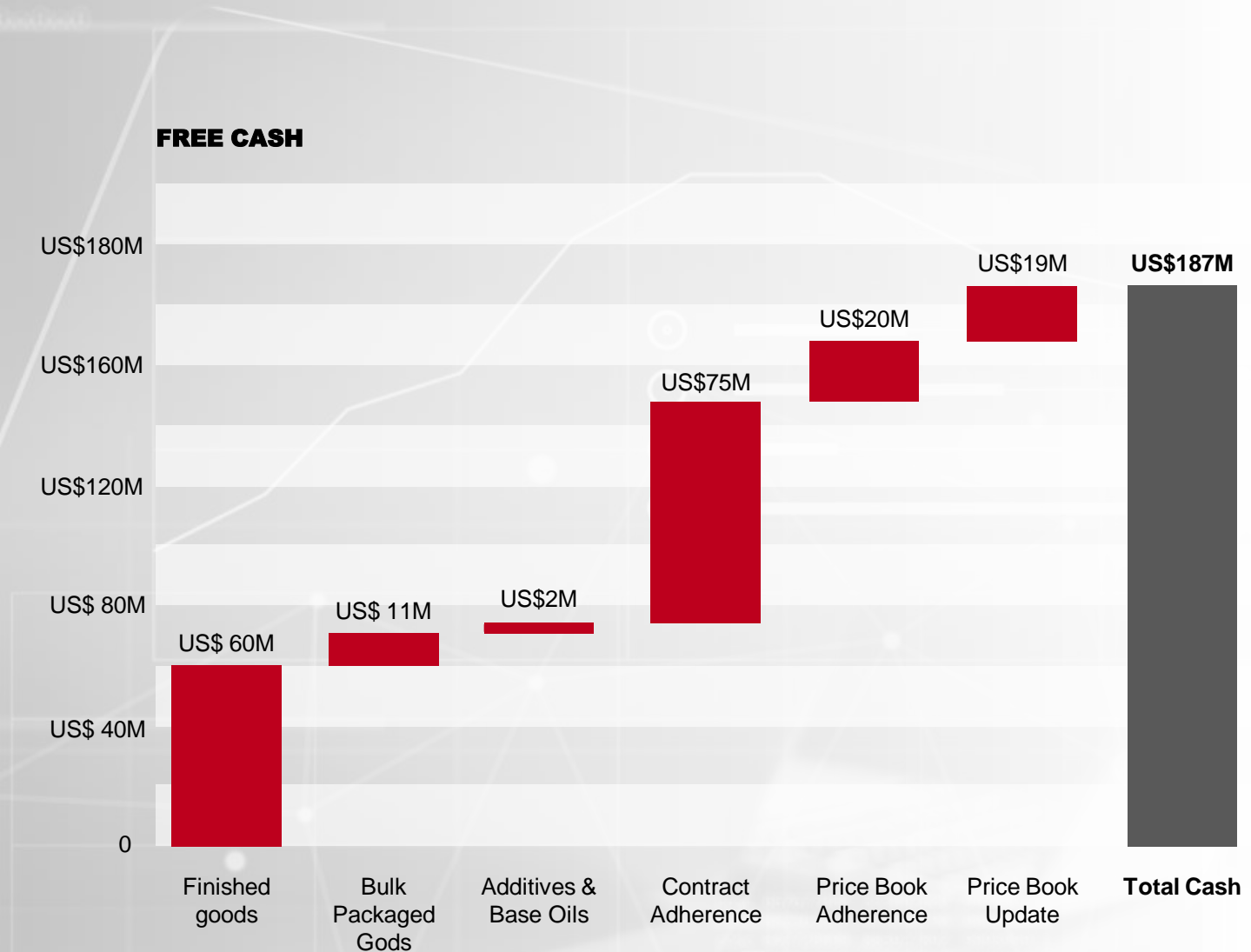
DELIVERING VALUE USING ANALYTICS

UNLOCKING \$187M IN CASH

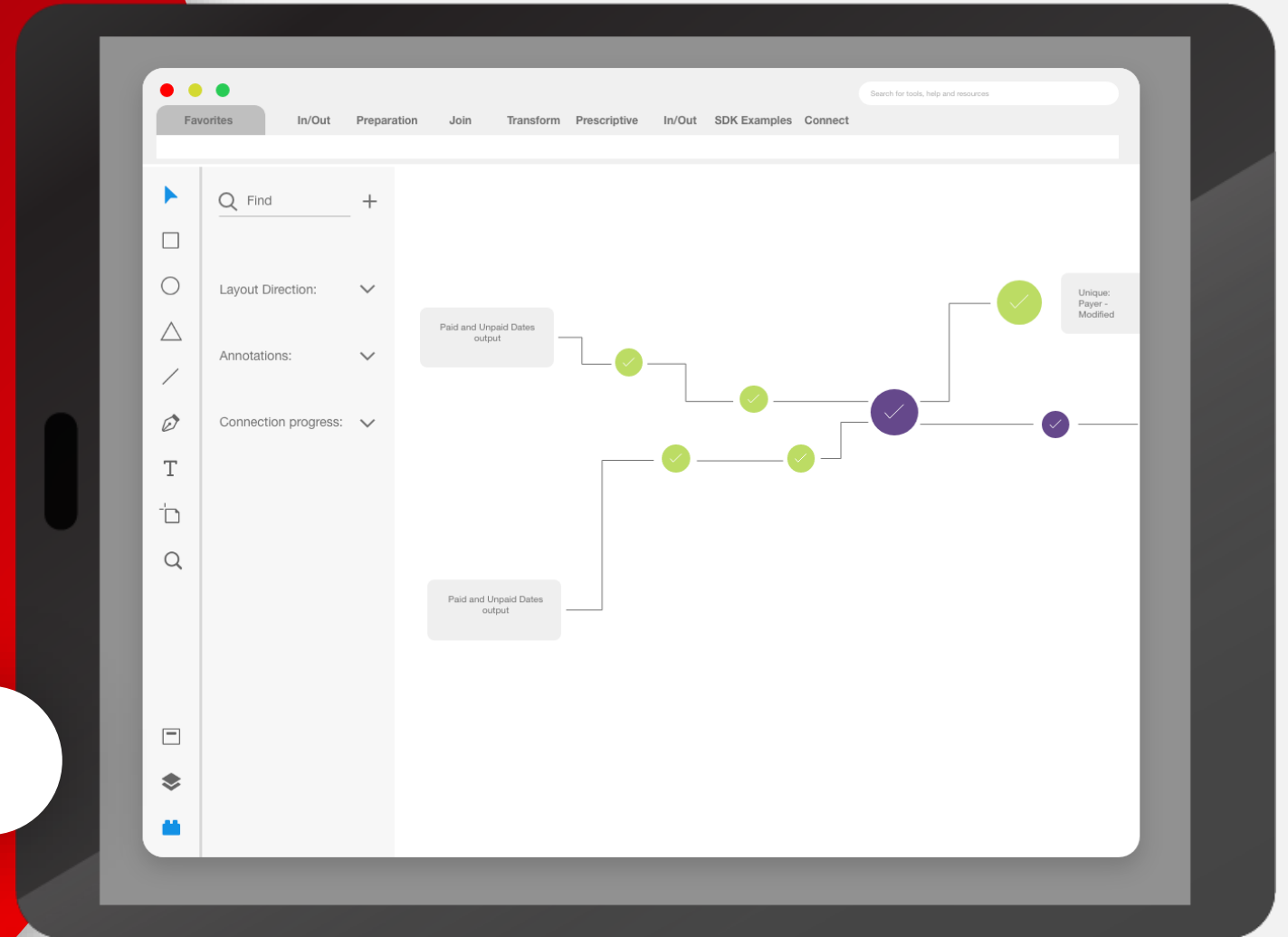
The Client initiated a 10-week project to identify opportunities to free-up cash for the North American operations (\$4B annual sales) across inventory and receivables. Recommendations will be used by sales and finance operation teams to strategically reduce inventory and improve adherence to contract terms.

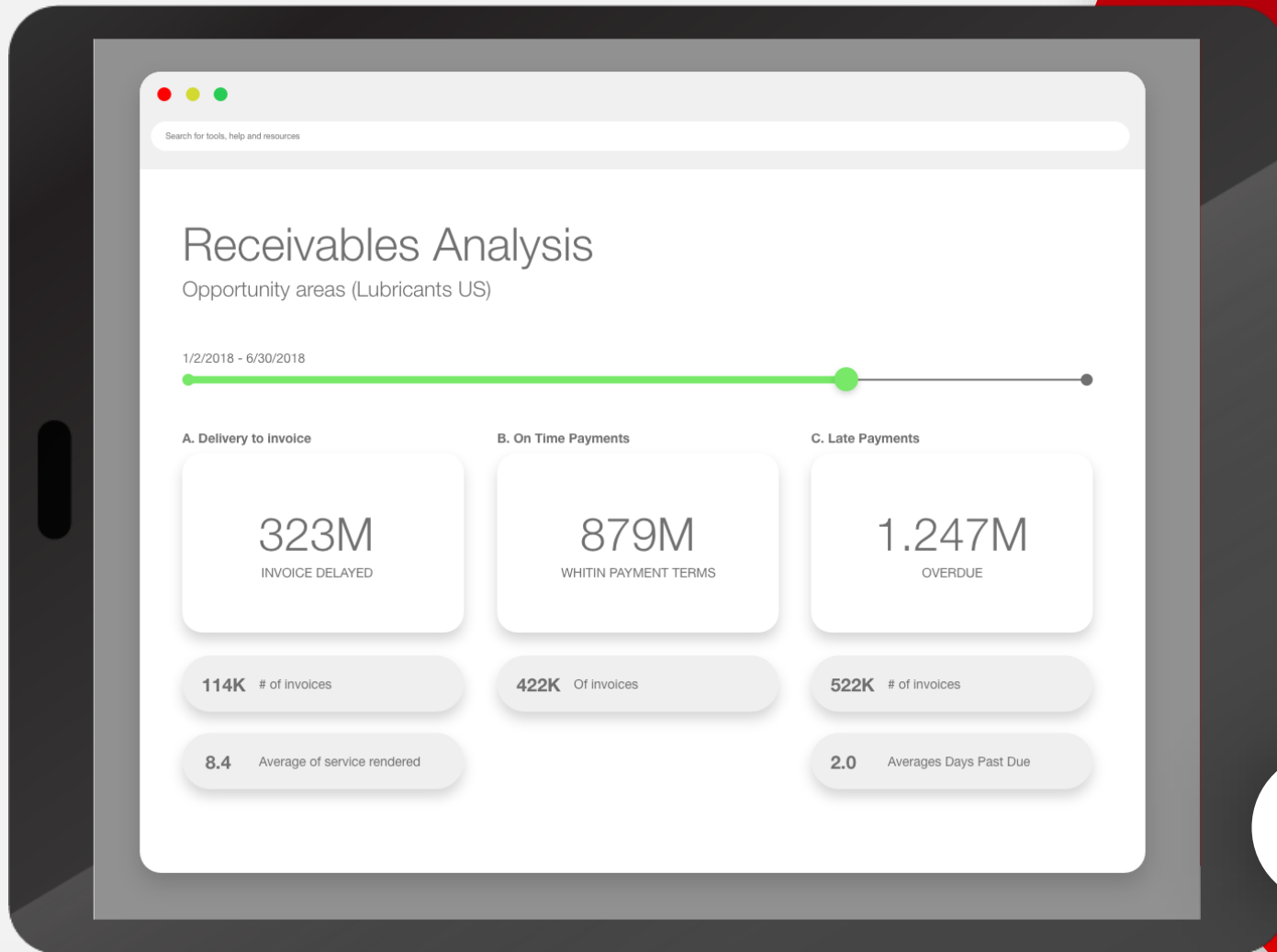
Over 20 client workshops were conducted using data visualization, enabling questions to be addressed in real-time and allowing the business stakeholders to focus on the areas with the largest leakage. The stakeholders understood the issues and were able to action the recommendations almost immediately.

Provided six recommendations across the inventory management and invoice-to-cash processes with a potential to free up about \$190M in cash. The Client was able to improve contract adherence and free-up \$20M in eight weeks.



COMBINING MULTIPLE DATA SOURCES TO PROVIDE A HOLISTIC VIEW OF CASH IN THE PROCESS





**USING ANALYTICS
AND DATA
VISUALIZATION TO
FOCUS ON AREAS
WITH A POTENTIAL
TO FREE-UP CASH**

accenture[>]**strategy**