

# UNLOCK THE CA\$H IN YOUR BUSINESS ... KLEINHARDT HAS THE KEY

## CASHFLOW MANAGEMENT...

- More Cash
- Lower Costs
- Better Service
- Reduced Risk

## HOW WE DO IT...

- Initial Business Assessment
- Analysis & Design
- Implementation

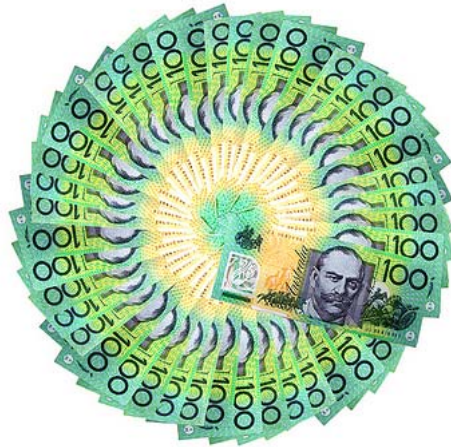
## CONTACT...

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With access to traditional sources of credit now restricted, astute business people realise that their own working capital, in particular **Accounts Receivables** and **Stock**, is very often the lowest cost and most immediate source of cash.



**Kleinhardt Business Consultants** can identify and then tap this source of cash to make it available for both day-to-day and longer-term uses in your business.

A program which includes in-house processes that have been developed and refined within the highly competitive business environment of Britain and Europe can be implemented now in your company resulting in a positive impact on four key areas:

1. **Cash:** better managed Receivables and Stock
2. **Costs:** sustainable, best practice cost reduction.
3. **Service:** embedding efficient in-house processes
4. **Risk:** reducing the risk of customer turnover, overdue debt and inventory obsolescence

**The Kleinhardt Approach** is about generating cash from a company's working capital. This performance improvement is based around a proven three stage process:

### Stage 1: Initial Business Assessment

An initial assessment of the likely cash benefit that may be generated by **Kleinhardt** work, based on publicly available information and our experience with similar companies and business sectors.

### Stage 2: Analysis and Design

Through in-depth analysis, **Kleinhardt** works to understand your business strategy and operations, processes, systems, organisation, people, suppliers and customers. From here the initial cash benefit is confirmed or amended, the best areas for initial focus are identified, and a clear value proposition is formulated.

Using the investigation work already undertaken, **Kleinhardt** then works with you to design an effective and measurable cash improvement strategy covering the "change drivers" within your organisation including processes, systems, organisational structure and people. Every program is customised to meet the particular requirements and goals of each individual customer.

### Stage 3: Implementation

Working with your own staff and using proprietary technology, **Kleinhardt** consultants cover all aspects of your company operations across customers, stock and suppliers. The **Kleinhardt** approach is to listen, offer expertise and facilitate – not to dictate. The results are full knowledge transfer, clearly visible benefits and a highly sustainable model for improved cash flow and future development.

### IN SUMMARY...

**Kleinhardt** will ensure that your business has the essential in-house processes in place in order to manage your cash... and once initial improvements start taking effect, a maximum level of cash is released on an ongoing basis.

Contact **John Pryce**, **Jeremy Litten** or **David Williams** at **Kleinhardt** on 4040 7100 and we will arrange to call by and explain the potential benefits to your business.

**KLEINHARDT**  
BUSINESS CONSULTANTS

