

Cash to Cash Cycles

The Lifeline of Any Business

Maximize the value of your solution

Money - that's what it's all about.

Cash flow is the lifeline of any business. Quickly turning your inventory into cash means profit and money in the bank. How fast can you turn \$1 of inventory into \$1.25 in the bank? Simple. Increase the speed of your cash cycle!

But optimizing your cash cycle requires capturing all the details of your money; from where it goes to when it returns. For some companies this amounts to tracking thousand of transactions daily, from multiple locations. The problem is how to compile this information quickly enough to increase your cash flow.

Salient has the answer

Our system can collect all your Cash-to-Cash information from wherever it's located, in whatever format it's stored in. It tracks your transactions and stores them at their most granular level, allowing you to see exactly where the money goes.



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(continued)

Cash to Cash Cycle

Here is an example of the average cash-to-cash cycle for the entire company.

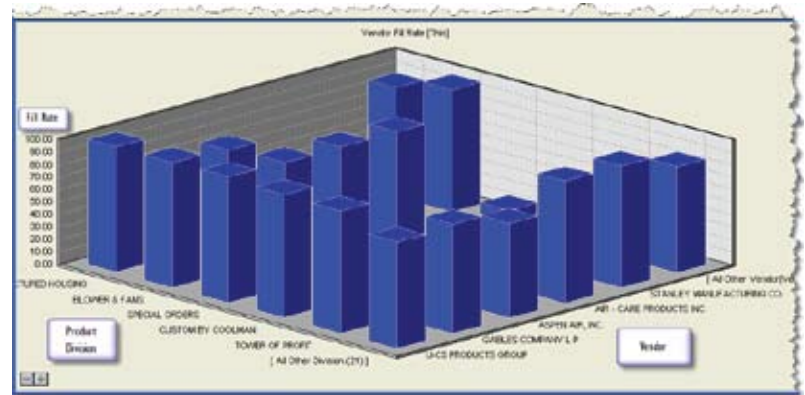


1 The graph shows the trend over time, or, displays a simple report detailing the components of the cash-to-cash cycle for the entire company.

Take Control

With Salient's solution you can chart vendor performance. In one chart you can identify those suppliers that aren't meeting your terms, and determine if you are paying suppliers early. Then you can ask, "Am I receiving discounts for paying early? Should I delay payments?"

Speed is key - You need answers fast. With UXT, all inquiries take less than 10 seconds to complete. Have the information in time to make the right decisions.



- 1 Click to drill into Total Costs
- 2 Instantly identify those factors that affect you the most

Optimize Inventory Levels

Let Salient point out when inventory levels are not lining up with sales. This graph clearly shows that inventory is building, even as demand is declining. It's time to adjust the stocking policies.



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Manage Receivables

Let the Sales personnel closest to the customers collect the money. Salient gives you immediate visibility to AR balances and Aging by customer - and how each impacts the Cash-to-Cash cycle.

	Days Sales Outstanding (WS)	AR Balance	Revenue [Sales & Shipments]	
	This	This	This	
+	LIFT	17	2,395.85	\$50,533.53
+	DAVID SHARP	9	1,339.14	\$52,455.47
+	KENT ANDERSON	37	232.36	\$2,252.75
+	BOB HANCOCK	27	4.53	\$60.96
+	JOE MARTINEZ	2	71.10	\$12,229.17
+	ED TURLEY	9	306.38	\$12,080.59
+	BILL RATLIFF	7	32.78	\$1,740.00
+	CHRISTINA GARCIA	17	91,542.40	\$1,882,011.91
+	GLEN ACCOUNT	38	64.86	\$601.47
+	BETH S	4	391.06	\$34,895.57
+	K.A.	15	123.45	\$2,913.20
+	BELL ACCOUNT	20	-2.00	\$36.72
By Sales Person(Customer): CHRISTINA GARCIA		Sales Person(SalesPerson)		
Sub: Days Sales Outstanding (WS) This ESC				
Modifiers:				
Customer Branch SalesPerson Order ARTYPE				
Total Customer 51 (Nulls Removed)				
	Cust Name	Days Sales Outstanding (WS) This	AR Balance This	Revenue [Sales & Shipments] This
K90015	VACUUM ENTERPRISES LLC	37	9,005.39	\$66,982.02
A90000	ALJAI CARE MECHANICAL, LLC	36	693.01	\$6,685.75
D940001	DELLO MECHANICAL	35	662.96	\$9,842.17
B90011	BALDASARRE AIRE	33	3,618.63	\$32,297.59
T630002	TAHLIA REFRIGERATION INC.	31	114.24	\$1,300.50
M010001	MIRARI HTG & CLO-INSTALL	30	15,004.13	\$179,767.91
C830003	CALICO HEATING	29	682.36	\$12,311.45
C080009	CHICK ZONE INC.	27	1,350.96	\$17,722.61
Y4V0001	YELLOW PLUMBING & ELECTRIC	27	1,897.33	\$24,731.60
S500001	SHUANG DOZY AIR INC.	24	607.32	\$9,136.63
5550201	CORIANDEY METAL PRODUCTS INC.	24	1,534.75	\$29,366.07
JRW0001	WILLIAMS CONTRACTING	23	204.94	\$3,119.13
SPE0006	STAR POWER SYSTEMS, INC.	23	552.91	\$8,415.63
896750	OGRAM HTG & COOLING	23	550.73	\$8,707.66
PRE0007	VASHON SHEET METAL	22	208.51	\$3,460.97
1110104	MIRANDA HEATING & COOLING	21	1,732.79	\$29,966.45
				\$1,850,911

Radical Innovation

A radical innovation is any advance in technology that profoundly changes how you do business. Salient's UXT® compute engine is one such radical advance. UXT tracks commercial and operational data in real time. It integrates all aspects of your business, connecting the entire supply chain, and then organizes these data streams into a comprehensive accounting of the enterprise. Performers, managers, and executives get a never-before-possible capability to correlate their own actions to profit, growth, efficiency and productivity. UXT lets them see the connection graphically, continuously, in real time. For a complete demonstration of how UXT can improve your wholesale distribution business, contact your Salient sales representative today, or call (607) 739-4511 to schedule a demonstration.

About Salient

Salient Corporation makes very large scale in-memory intelligence technology for ad hoc data interrogation, visualization and root cause analysis. The company provides continuous audit, performance monitoring and forensic applications for business, health care, education and government.

