**Cash:** Cash Acceleration Strategies (CASh)

**A**

Sales Cycle

**C**

Delivery Cycle

**D**

Billing & Payment Cycle

**Cash Conversion Cycle (CCC)**

**B**

Make/Production

& Inventory Cycle

**A**

|  |  |  |  |
| --- | --- | --- | --- |
|  | **ShortenCycle****Times** | **Eliminate****Mistakes** | **ImproveBusinessModel& P/L** |
| **Ways to improve your Sales Cycle** |
| **1**       | [ ]  | [ ]  | [ ]  |
| **2**       | [ ]  | [ ]  | [ ]  |
| **3**       | [ ]  | [ ]  | [ ]  |
| **4**       | [ ]  | [ ]  | [ ]  |
| **5**       | [ ]  | [ ]  | [ ]  |

**B**

|  |
| --- |
| **Ways to improve your Make/Production & Inventory Cycle** |
| **1**       | [ ]  | [ ]  | [ ]  |
| **2**       | [ ]  | [ ]  | [ ]  |
| **3**       | [ ]  | [ ]  | [ ]  |
| **4**       | [ ]  | [ ]  | [ ]  |
| **5**       | [ ]  | [ ]  | [ ]  |

**C**

|  |
| --- |
| **Ways to improve your Delivery Cycle** |
| **1**       | [ ]  | [ ]  | [ ]  |
| **2**       | [ ]  | [ ]  | [ ]  |
| **3**       | [ ]  | [ ]  | [ ]  |
| **4**       | [ ]  | [ ]  | [ ]  |
| **5**       | [ ]  | [ ]  | [ ]  |

**D**

|  |
| --- |
| **Ways to improve your Billing & Payment Cycle** |
| **1**       | [ ]  | [ ]  | [ ]  |
| **2**       | [ ]  | [ ]  | [ ]  |
| **3**       | [ ]  | [ ]  | [ ]  |
| **4**       | [ ]  | [ ]  | [ ]  |
| **5**       | [ ]  | [ ]  | [ ]  |