



ATOS CONSULTING CASH GENERATOR

A pragmatic approach to an improved cash flow

Most businesses experience that an economic downturn is now not a case of 'if' or 'when', but a reality. With a regular swirl of economic and market statistics, media stories and rumours circulating, what clear steps can businesses take to address the uncertain times ahead?

Atos Consulting provides insight and guidance on what you and your business leaders need to focus on, to enable you to weather a less than benign economic climate and more importantly to generate cash!

Economic downturn is a reality

Sooner or later all companies face the consequences of the economic downturn. This will lead to insecurity:

- > Can you get the better of more economic setbacks, unexpected shortfalls in sales, higher than expected costs?
- > Can you avoid unpopular actions like downsizing, forced lay-off or an undesired take-over?

Action is required.

Challenge

You are facing the challenge of balancing the short-term business needs against the longer term strategy but most of all it is important to improve your liquidity fast.

Cash is now King.

Short term actions are required to improve working capital and thus to reduce insecurity. Atos Consulting has developed a proposition that will not only give you a quick insight in cash generating opportunities, but will also guide and support you until the money is in the bank.

Atos Consulting Cash Generator

Studies show that many cost reduction and cash generating

initiatives fail since they are not followed through until the cash is received. Well presented initiatives therefore end up as a failure and your money is wasted.

Atos Consulting recognizes the need to follow through and has therefore developed the cash generator proposition. The Atos Consulting Cash Generator is a pragmatic and integrated approach in which we bring in *our* expertise and *your* money in the bank.

We are confident in our approach. To prove that we take ownership, we are willing to share the risk with you.

Pragmatic approach

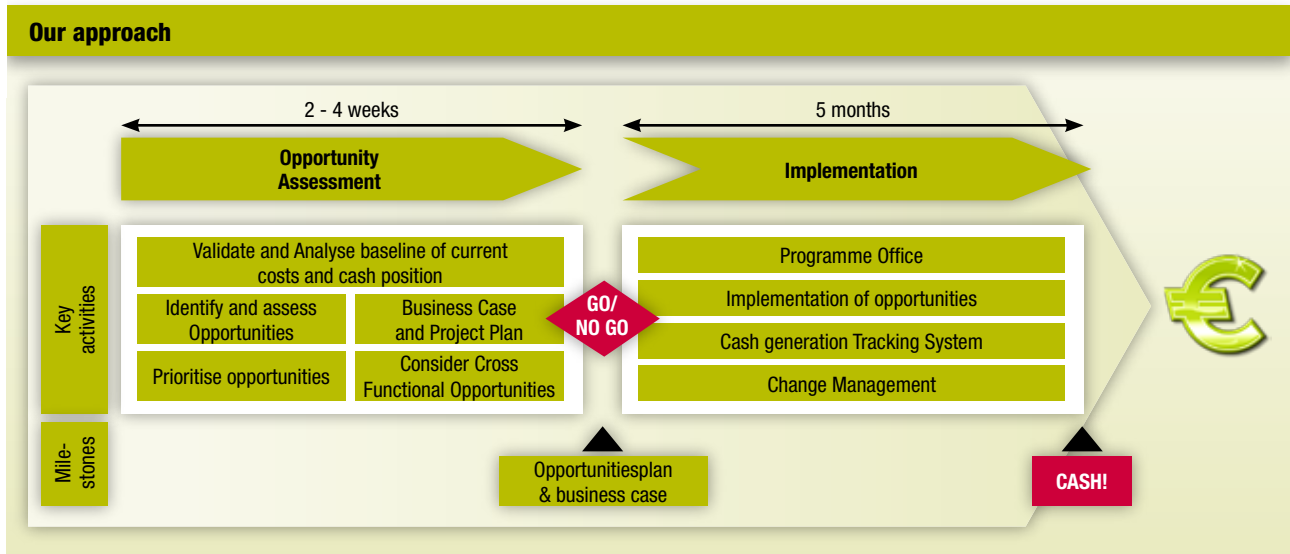
Our pragmatic approach commences with an opportunity assessment in which we identify opportunities.

We verify and back these up with a business case and prioritize them together with you.

We focus on 4 key areas:

- > Procurement
- > Supply Chain
- > Finance
- > Sales and Marketing

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During implementation we will guide you in taking the required actions, but will also make sure that the money gets in your bank.

Benefits

Our recommendations are focused on realizing a return on investment within 6 months by improving your working capital and cash position.

Examples of achieved results:

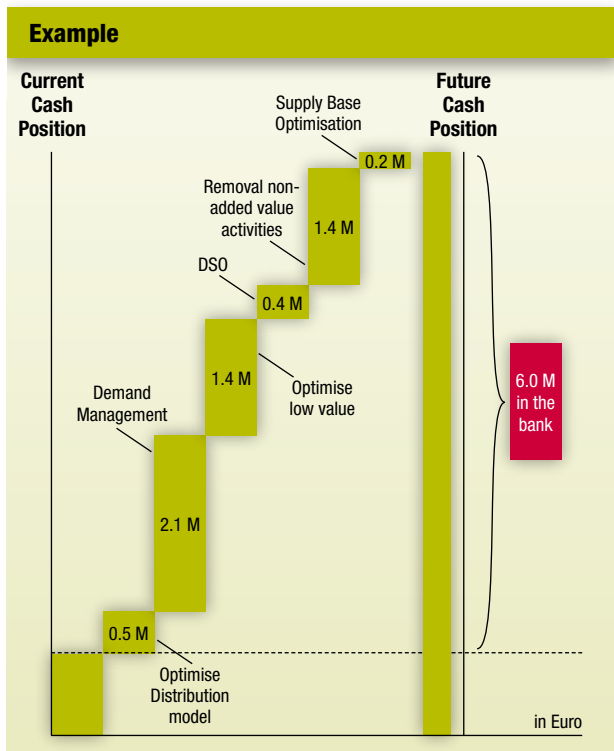
- > 10 days DSO reduction within 5 months for an international publisher
- > EUR 150k increased turnover by selling obsolete stock for an electronics company
- > EUR 1 million cost reduction in 6 months by

reorganization of the entire supply chain for a transport company

- > 5% inventory reduction in 4 months for a major retailer

Atos Consulting Cash Generator

For those companies
That want to improve their short term cash flow
The Atos Consulting Cash generator
Is a risk reward based pragmatic approach
That is focused on getting you money in the bank within 6 months
Unlike the regular large scale 'cost reduction programmes' that may not deliver the required short-term results
We take ownership and commit ourselves to deliver you short-term results



Why Atos Consulting?

Atos Consulting offers expertise, knowledge and ownership. We are willing to put our money where our mouth is and will make sure that in partnership we enable you to weather the less than benign economic climate.

For more information, please contact Onno Ghijssen Cohen by telephone: +31 (0)6 51 367 285 or by e-mail: onno.ghijssencohen@atosorigin.com

For more information:

Atos Consulting

Papendorpseweg 93
 3528 BJ Utrecht
 Telephone 088 265 82 67
 E-mail info.consulting@atosorigin.com
 www.atosconsulting.nl

