

Working capital optimisation

SESSION 08 • 15:00 – 15:20

Boosting performance with modern technologies



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WHERE A BUSINESS POINTS ITS ANALYSIS

Customer analysis

AREAS OF BUSINESS ANALYSIS

WHERE A BUSINESS POINTS ITS ANALYSIS

Finance analysis

Working capital analysis

Sensitivity analysis

FIVE STEPS, ONE CALENDAR

[illegible]

Let's build the **App**.

BUILDING SOLUTION — DATA

THREE KINDS OF DATA — EVERYTHING ELSE IS DERIVED FROM THEM

01

TRANSACTIONS

what happened, line by line

Purchases

Sales

Payments

Movements

02

BALANCES

what is standing there on a date

Stock

Accounts Receivable

Accounts Payable

03

MASTER DATA

what every number has to hang off

Company

Customer

Product

Vendor

Warehouse

Calendar

... and the rest of the dimensions

BUILDING SOLUTION — CHALLENGES

WHAT HAS TO BE SOLVED BEFORE ANY OF IT WORKS

01

Accounts Payable, Accounts Receivable, Stock Balance data

50,000 products x 50 warehouses x 10 years of daily balances is **9 billion rows** — and that is before customer, batch and status multiply it.

02

Granularity and complexity of data

Five layers — purchase, payables, stock, sales and gross margin, receivables — and every one of them has to carry the same seven dimensions at the same grain: calendar, vendor, purchase organization, product, warehouse, customer, sales organization. Until they do, nothing joins and nothing reconciles.

03

Performance

The answer has to come back while someone is still looking at the screen — over billions of rows, not over a sample of them.

04

Scalability

The same solution has to hold when the products, the companies and the years multiply — without being rebuilt each time.

FIVE AUTOMATED HOPS OUT TO THE NUMBER, ONE MANUAL HOP BACK



BUILDING SOLUTION — TECHNICAL REQUIREMENTS

THE POINTS IT RESTS ON

01

One user interface

Analysis and action in the same place. What is minimised is the time between seeing the number and doing something about it.

02

Analysis, decision and execution on one line

The number, the decision it drives and the action taken on it sit on one thread, with nothing to reconcile afterwards.

03

A multi-technology approach

Every product is judged on cost against benefit and on the experience it gives the user. We take the part that wins on both and leave the rest out.

04

One sign-on, no secrets or API keys for users

People sign in once with the identity they already have; credentials live in the service, scoped by role.

05

One clear orchestration

Every task, schedule and run is visible in one place: what is due, what ran, what failed, and what it produced.

06

Easy to scale

More products, more warehouses, more history, more companies — the same solution, without a rebuild.

07

AI co-work in every part of it

The assistant is a layer across the whole product, not a menu item — it knows the page you are on and which decisions are open.

BUILDING SOLUTION — TECHNICAL REQUIREMENTS

THE POINTS IT RESTS ON

#1

One user interface

Analysis and action in the same place. What is minimised is the time between seeing the number and doing something about it.

02

Analysis, decision and execution on one line

The number, the decision it drives and the action taken on it sit on one thread, with nothing to do while afterwards.

A multi-technology approach

Every product is judged on cost against benefit and on the experience it gives the user. We take the part that wins on both and leave the rest out.



One-on-one, no secrets or API keys for users

in once with the identity they already have; credentials live in the service, scoped

One clear orchestration

Response time within 0-3 sec.

th

Easy to scale

AI co-work in every part of it

THE POINTS IT RESTS ON

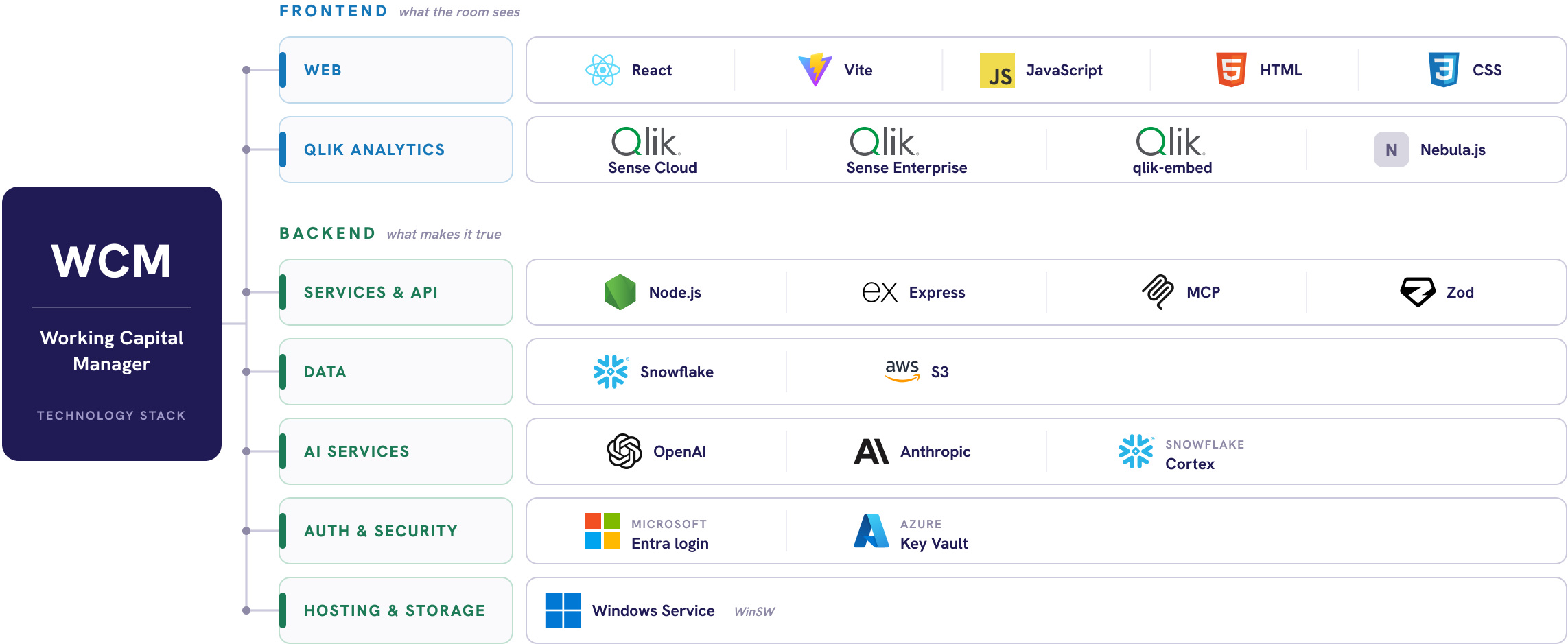
FAST

2

NUMBERS MUST MATCH

BUILDING SOLUTION — STRUCTURE

ONE ROOT, TWO BRANCHES — WHAT THE PRODUCT ACTUALLY RUNS ON



Creativity was never the limit. Capability was.

Everyone has ideas. They die when you can't build them.

Do not be afraid to experiment.

Questions?

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