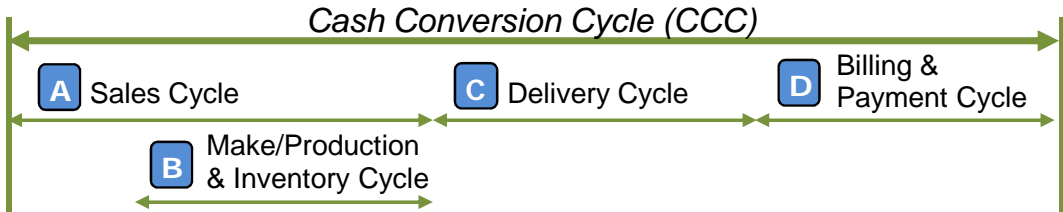




FocalPoint - Atlanta  
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<b>Cash Optimization Worksheet</b>	Company: <input style="width: 95%;" type="text"/>
Date: <input style="width: 95%;" type="text"/>	Name: <input style="width: 95%;" type="text"/>



- 3 Ways to Improve 4 Cycles:**
- 1** Shorten Cycle Times
  - 2** Eliminate Mistakes
  - 3** Improve Business Model & P/L

A	Sales Cycle	Improvement	1	2	3
1					
2					
3					
4					
B	Make/Production & Inventory Cycle	Improvement	1	2	3
1					
2					
3					
4					
C	Delivery Cycle	Improvement	1	2	3
1					
2					
3					
4					
D	Billing & Payment Cycle	Improvement	1	2	3
1					
2					
3					
4					