

5 Ways Manufacturers Can Improve Cash Flow

Manufactures of all sizes are focusing on cash flow to mitigate damage during a period of uncertainty. Demand and supply chain disruptions can leave businesses low in cash reserves particularly vulnerable. Here are some helpful strategies to consider:

01

Plan for "What If"

- ▶ Create cashflow models to prepare for various scenarios and understand the impact on your short, medium, and long-term goals.
- ▶ Utilize technology platforms to quickly make revenue projections and understand cost structures associated with revenue.
- ▶ Understand the upsides and downsides for multiple financial scenarios so proper action can be taken.



Stop "Analysis Paralysis"

- ▶ Overcome "paralysis by analysis" tendencies by investing in a technology platform that provides real-time financial and operational analytics. Make good decisions—quickly.
- ▶ Run analyses on-the-fly by accessing data from a single source of truth platform.
- ▶ Respond quickly with real-time visibility into your financials with mobile and module applications.

02



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Know Your Supply Chain

- ▶ Enhance the customer experience with a data-driven focus on your customers' expectations on information accuracy, inventory, product delivery, and service.
- ▶ Drive out costs to improve profitability with effective coordination from raw materials to delivery of finished products.
- ▶ Real-time, connected technology gives manufacturers a single source of truth and the ability to be nimble in your response when disruptions occur.



Focus on Cash and Liquidity

- ▶ Understand where your biggest areas of impact are from a cash standpoint.
- ▶ Automate all sales and use tax functions from rate research to reporting to free up financial and human resources.
- ▶ Incorporate economic disaster loans and reset financial budget planning.

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Empower Your Customer Service and Credit Collections

- ▶ Offer a discount to customers if they pay an invoice early.
- ▶ Invest in technology that provides workflows, dashboards, and reporting capabilities that can be customized for different customer requirements.
- ▶ Automate your customer outreach to speed up and improve collections of accounts receivables.



Cash flow management is essential for manufacturers to drive the growth of their business. Financial products and solutions can play an essential role in helping you manage it with real-time visibility and financial process automation.

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