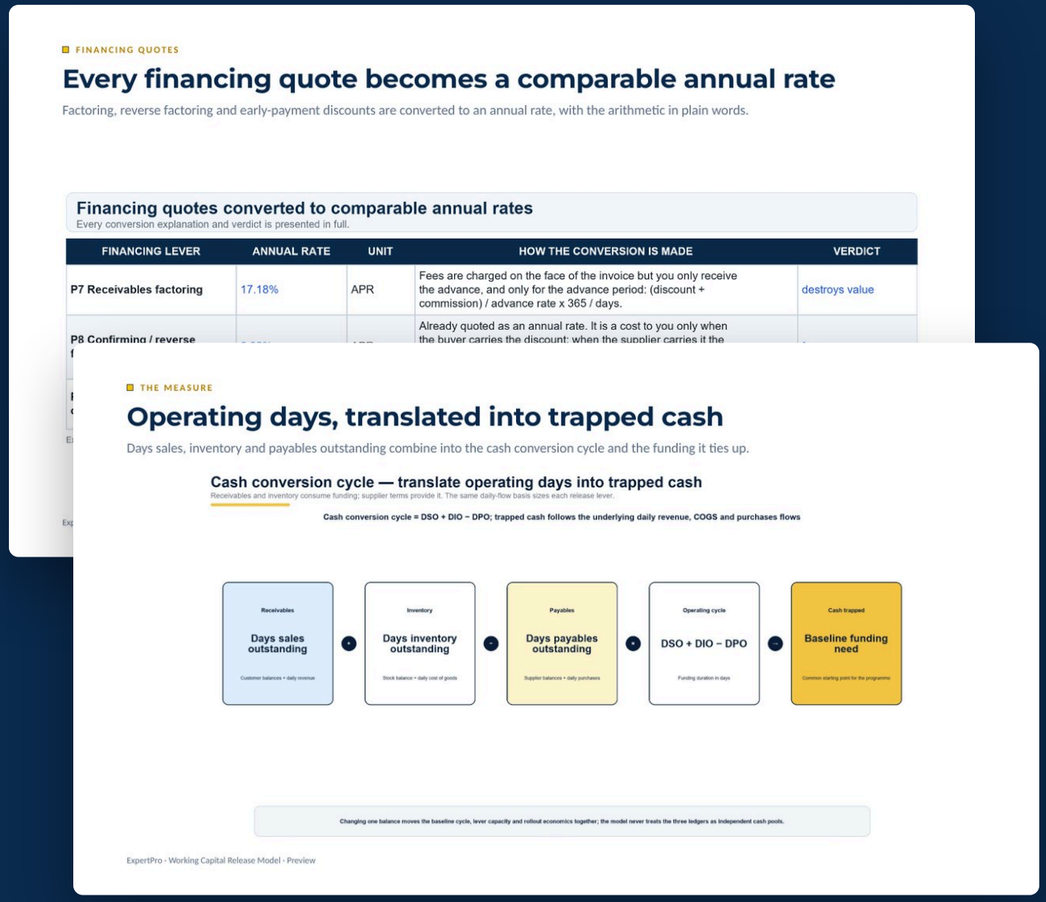
EXPERT PRO
EXPERTOS EN PROYECTOS

PRODUCT PREVIEW · GUIDED TOUR

Working Capital Release Model

Size nine operating and financing levers against measured receivables, payables and inventory, then sequence the release over 24 months.

9 levers | 24-month plan | 84 checks | No macros



Illustrative demonstration data from the worked example. Not investment advice. 10 pages.

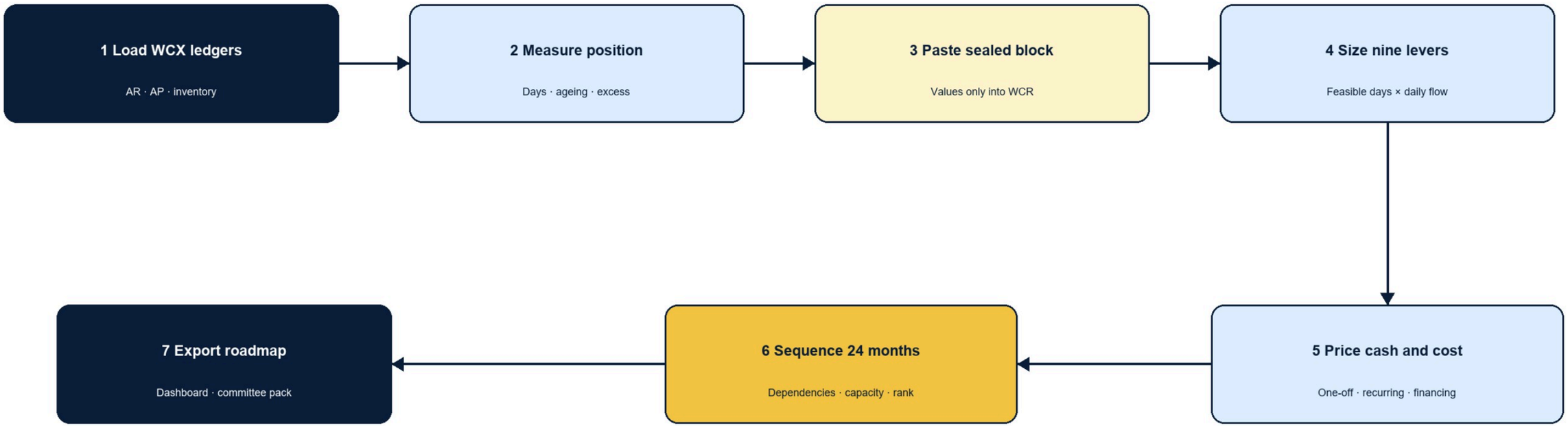
THE WORKFLOW

From ledger evidence to a sequenced programme

The companion measures receivables, payables and inventory before the model prices each lever and builds the plan.

Working-capital release workflow — evidence to sequenced execution

The companion measures receivables, payables and inventory before WCR prices each lever and builds a governed twenty-four-month programme.



THE MEASURE

Operating days, translated into trapped cash

Days sales, inventory and payables outstanding combine into the cash conversion cycle and the funding it ties up.

Cash conversion cycle — translate operating days into trapped cash

Receivables and inventory consume funding; supplier terms provide it. The same daily-flow basis sizes each release lever.

Cash conversion cycle = DSO + DIO − DPO; trapped cash follows the underlying daily revenue, COGS and purchases flows



Changing one balance moves the baseline cycle, lever capacity and rollout economics together; the model never treats the three ledgers as independent cash pools.

THE LEVERS

Nine levers, each with a driver and a feasibility

Six operating levers and three financing levers, each tied to DSO, DIO or DPO and kept within the measured opportunity.

Lever scope, driver and feasibility

The nine governed release levers with complete names and sizing assumptions.

ID	LEVER	FAMILY	DRIVER	TARGET DAYS	FEASIBILITY
P1	Collections discipline	Operating	DSO	6.0	75%
P2	Invoicing cycle time	Operating	DSO	3.0	80%
P3	Customer term renegotiation	Operating	DSO	4.0	40%
P4	Supplier term extension	Operating	DPO	7.0	55%
P5	SKU rationalisation	Operating	DIO	9.0	60%
P6	Safety stock optimisation	Operating	DIO	6.0	70%
P7	Receivables factoring	Financing	DSO	3.8	85%
P8	Confirming / reverse factoring	Financing	DPO	5.0	70%
P9	Early payment discount offered	Financing	DSO	5.0	50%

ExpertPro · Inp_Levers · source values rendered for legibility

FINANCING QUOTES

Every financing quote becomes a comparable annual rate

Factoring, reverse factoring and early-payment discounts are converted to an annual rate, with the arithmetic in plain words.

Financing quotes converted to comparable annual rates

Every conversion explanation and verdict is presented in full.

FINANCING LEVER	ANNUAL RATE	UNIT	HOW THE CONVERSION IS MADE	VERDICT
P7 Receivables factoring	17.18%	APR	Fees are charged on the face of the invoice but you only receive the advance, and only for the advance period: (discount + commission) / advance rate x 365 / days.	destroys value
P8 Confirming / reverse factoring	0.00%	APR	Already quoted as an annual rate. It is a cost to you only when the buyer carries the discount; when the supplier carries it the cash is free and the price is paid in the commercial relationship instead.	free
P9 Early payment discount offered	6.29%	APR	The classic conversion: discount / (1 - discount) x 365 / (net days - discount days). A 0.6 per cent discount taken 35 days early is not 0.6 per cent of anything annual.	creates value

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THE OUTPUT

Value, efficiency, rank and verdict per lever

Carry value, net annual value and cash released per dollar of cost decide the ranking and which levers create value.

Lever economics — value, efficiency, rank and verdict

The decision fields are presented together without fragments from adjacent columns.

ID	CARRY VALUE AT WACC	NET ANNUAL VALUE	$ RELEASED PER $ OF COST	RANK	VERDICT
P1	116,630	39,130	13.68	3	Creates value
P2	62,203	15,203	12.03	7	Creates value
P3	41,468	12,468	13.00	5	Creates value
P4	67,296	51,296	38.24	1	Creates value
P5	100,899	31,399	13.20	4	Creates value
P6	78,477	30,477	14.86	2	Creates value
P7	83,274	-69,258	4.96	9	DESTROYS VALUE — reprice or drop
P8	61,178	16,178	12.36	6	Creates value
P9	64,795	15,437	11.93	8	Creates value — but rents the cash

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WORKED DEMO

What the distributor demo shows

An industrial distributor with USD 86 million of revenue and USD 21,575,000 trapped in the cycle. Figures illustrate the method.

USD 6,147,447

Gross cash release

USD 5,388,301 net of implementation costs

100.0 → 68.8

Cash conversion cycle, days

Before and after the plan

Month 12

USD 5M target reached

Inside the 24-month plan

17.2%

Factoring quote, as an annual rate

Rejected: it destroys USD 69,258 a year

USD 38.2

Supplier-term extension

Cash released per USD 1 of cost

67.3 vs 63.0

Countback DSO vs simple method

A USD 1,014,506 difference

CONTROLS

Named checks before the plan is released

Intake integrity, balances and release mechanics, each with a live result, a severity and a status.

WCR verification checks 1–14

Intake integrity, balance and release mechanics, with live boolean results in English.

ID	Verification	Result (live)	Severity	Status
CHK-WCR-01	The intake block from the companion landed in the right rows: every label matches the expected field.	TRUE	ERROR	OK
CHK-WCR-02	Lever identifiers are unique.	TRUE	ERROR	OK
CHK-WCR-03	Lever names are unique.	TRUE	ERROR	OK
CHK-WCR-04	Every lever is tagged to a family and a driver from the closed lists.	TRUE	ERROR	OK
CHK-WCR-05	Every feasibility sits between zero and one hundred per cent.	TRUE	ERROR	OK
CHK-WCR-06	No lever carries a negative target, a negative cost or a ramp shorter than one month.	TRUE	ERROR	OK
CHK-WCR-07	Revenue, cost of goods sold and purchases are all strictly positive.	TRUE	ERROR	OK
CHK-WCR-08	No working capital balance is negative.	TRUE	ERROR	OK
CHK-WCR-09	Every lever starts inside the plan horizon.	TRUE	ERROR	OK
CHK-WCR-10	Every lever reaches its run-rate inside the plan horizon.	TRUE	ERROR	OK
CHK-WCR-11	The cash trapped in the cycle reconciles to receivables plus inventory less payables.	TRUE	ERROR	OK
CHK-WCR-12	The cash conversion cycle reconciles to its three components.	TRUE	ERROR	OK
CHK-WCR-13	Total cash released reconciles to the sum of the nine levers.	TRUE	ERROR	OK
CHK-WCR-14	The cash released by the levers reconciles to the cash the balance sheet gives up.	TRUE	ERROR	OK

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WHAT YOU RECEIVE

What is in the download

Format: Excel (XLSX) + ZIP.

XLSX	The 15-sheet working capital release model
XLSX	The 15-sheet receivables, payables and inventory intake
PDF	A 70-page PDF user manual
DEMO	A populated industrial-distribution example

Before you buy

- Desktop Excel 2019 or Microsoft 365. No macros.
- A planning model, not a weekly cash-flow forecast or a live accounting system.
- Supplied for 13 customer rows, 13 supplier rows and 10 inventory families.
- Modelled opportunities are not guaranteed cash recoveries.

Every workbook opens on the complete worked example, so you can follow the finished answer before entering your own data.

WHO BUILT IT

Built by the ExpertPro team

ExpertPro builds the financial and decision infrastructure behind capital projects, at the intersection of project finance, engineering economics and data.

7	100+	15+	50+
senior specialists	years of combined experience	professional certifications	delivered projects

The team

- Project finance and public-private partnerships, PMP® and APMG CP3P® certified
- Data architecture and data science, led by a mathematician
- Process automation and governance, with more than twenty years in banking
- Information security and compliance: ISO/IEC 27001 Lead Auditor and CEH
- Enterprise systems integration and machine-learning engineering

Every model

- Built to the FAST Standard 02c: Flexible, Appropriate, Structured, Transparent
- No macros and no hidden logic; one formula per calculation row
- A documented source and status behind every input
- A checks panel that must read green before results leave the workbook
- A complete user manual and a worked demonstration case

Master's degrees in industrial engineering, information technology and business, a degree in mathematics, and programmes from MIT (applied AI) and HarvardX (data science). Delivery in five Latin American countries, across energy and utilities, transport, logistics, agroindustry and healthcare.