

## Your Value Chain



→ Digital flow    → Physical flow



Make or Buy



In-house

Your cash-to-cash cycle

+ Ø Sales cycle                      \_\_\_\_\_ days  
 + Ø Customer payment term        \_\_\_\_\_ days  
 - Ø Supplier payment term         \_\_\_\_\_ days  
 = Ø Cash-to-cash days              \_\_\_\_\_ days

Your Working capital (WC)

Inventory + Receivables - Payables = WC  
 \_\_\_\_\_ + \_\_\_\_\_ - \_\_\_\_\_ = \_\_\_\_\_