

Where Did Our Working Capital Go?

12 QUESTIONS to Ask a Fractional CFO to Increase Your Ability to Fund Growth

01

What peer working capital metrics should we **benchmark performance** against?

07

Is there an opportunity to **shift any fixed assets to flexible** leasing models?

02

How could **improved cash forecasting methods** or technologies better predict cash deficits and surpluses?

08

Can **migrating digital** further improve accounts receivable/payable cycles?

03

Where are some **potential holes** to look for in our cash conversion cycle?

09

What cracks appear in our working capital during **seasonal peaks and valleys**?

04

How could we **incentivize customers** to pay invoices faster?

10

How can we determine which customers or product lines **tie up disproportionate capital**?

05

What **terms could we renegotiate with key suppliers** to improve inventory costs or timing?

11

Might **securitization or factoring arrangements** boost access to cash trapped in receivables?

06

What **data analysis** could help us optimize inventory levels and reduce risk of stock-outs?

12

What **working capital priorities** would you tackle first given our growth trajectory?

Start the conversation toward **healthy working capital**. Get support from Paro's elite pool of experts.

FORTIFY YOUR BUSINESS