



FORTLANE PARTNERS
STRATEGY · M&A · TRANSFORMATION

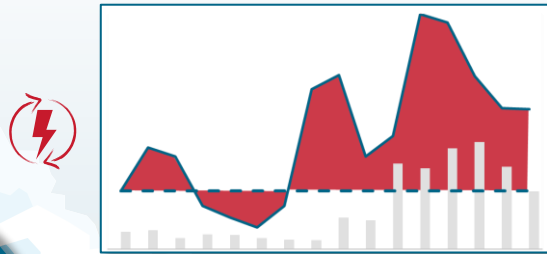
Hidden Potential in Working Capital & Supply Chains

The path to higher efficiency with state-of-the-art processes and modern IT architecture

From traditional to modern IT architecture

Modern IT architecture enables the processing of large amounts of data and thus a modern approach to financial planning that can take transaction data from the operations area into account without prior aggregation.

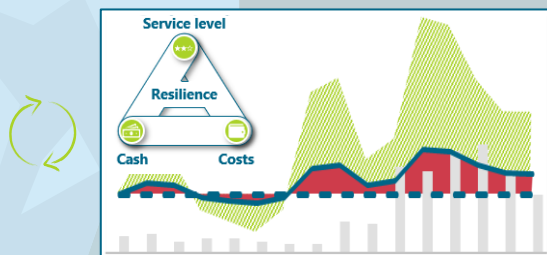
Result of traditional IT architecture



Problem definition

- **Unrealized cash/EBIT potential** due to **insufficient integration of planning processes** (due to unconnected tool landscapes, fragmented data and process inefficiencies)
- **Slow planning processes**, aggregations and scenarios which are **not comprehensible**

Result of modern IT architecture



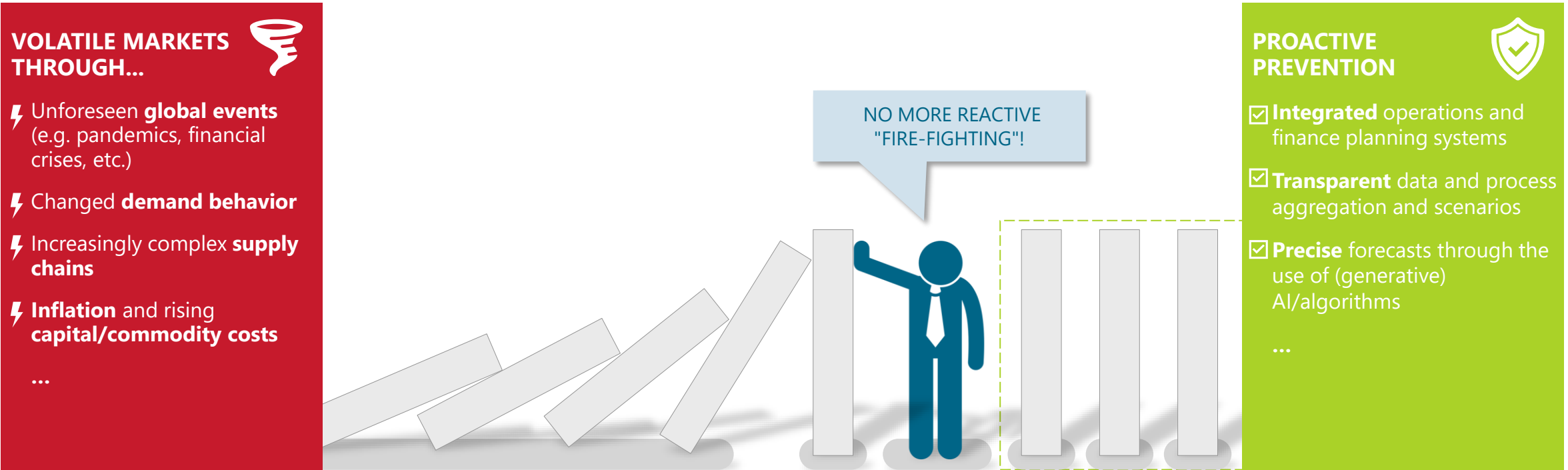
Solution

- **Integrated operations and finance planning system:** resilience, planning accuracy and maximization of cash/EBIT potential through a holistic approach using one "Single Point of Truth"
- Based on a combination of **low-code platforms, generative AI, ubiquitous internet** and **interoperability**
- **Precise forecasts can be based on algorithms using large amounts of data (big data)**

- ⊕ *bottom-up*
- ⊕ *transparent*
- ⊕ *current/live*
- ⊕ *integrated*
- ⊕ *automated*

Efficient planning systems in volatile markets

Traditional IT architecture in operations and finance planning fails in volatile markets – fast, agile and transparent planning systems based on modern IT architecture are required.



ESSENTIAL SUCCESS FACTORS



Use of **modern IT architecture**



Harmonization of all planning processes

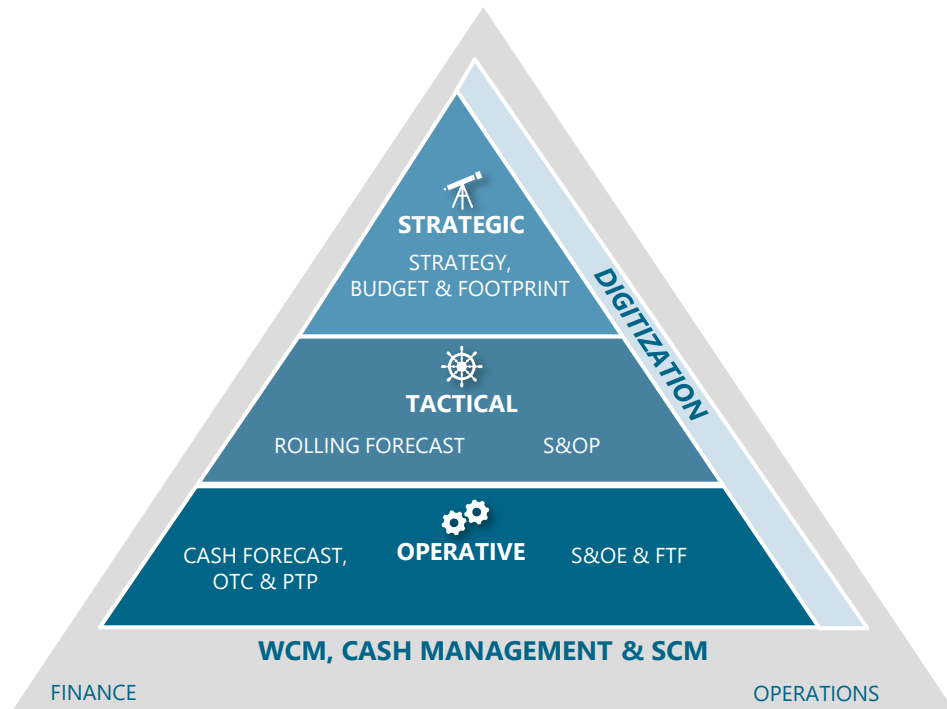


Transparency in processes and responsibilities

NWC optimization and cash effects as financing leverage

Optimizing the NWC^[1] is a key funding lever for proactive prevention that can quickly release around 5% of sales and realize up to 50% of potential in the first year.

NWC OPTIMIZATION



NWC savings
are on average

5%

of the turnover.

50%

of the potential can be **realized**
within one year

PROCESS OPTIMIZATION



CASH CULTURE



SCALABLE APPROACH



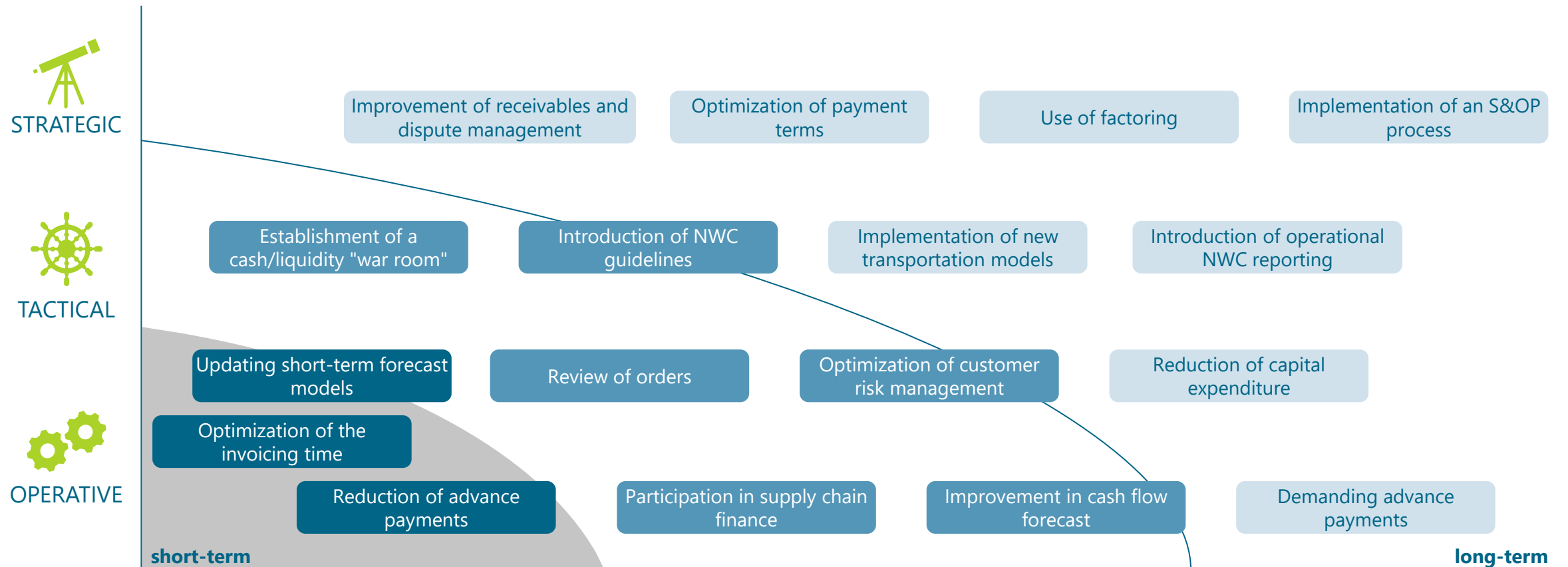
[1] Net working capital = inventories + trade receivables - trade payables
Source: Fortlane Partners

Cash optimization enables funding of the overall program

NWC offers a variety of levers for immediate cash generation and for financing continuous improvements.

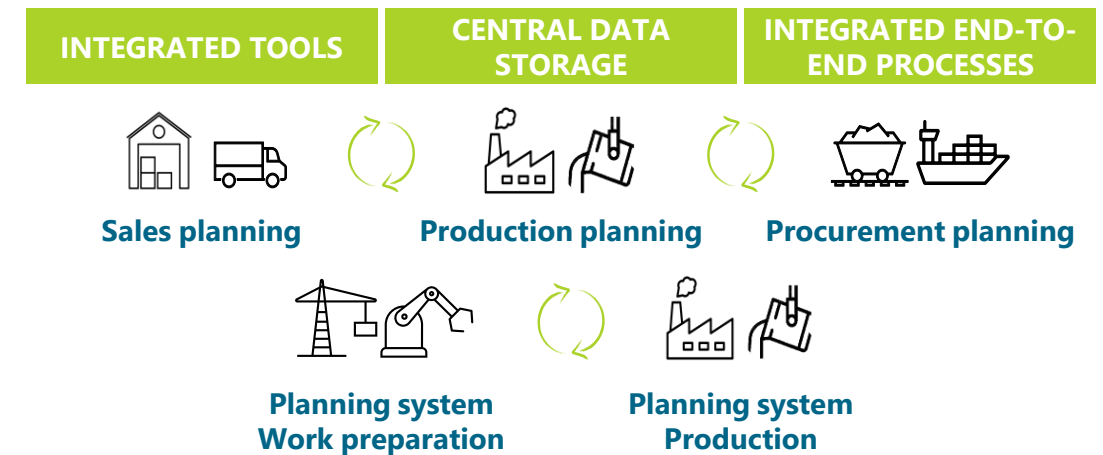
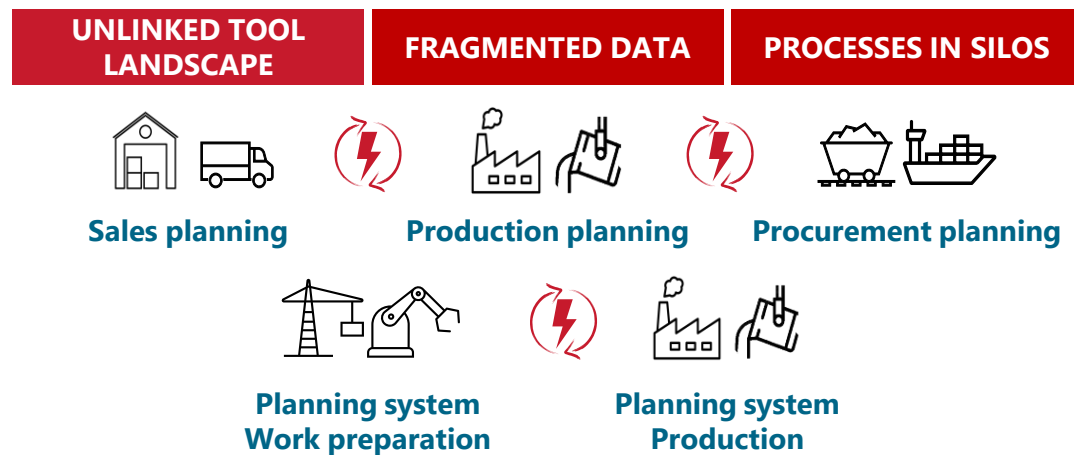
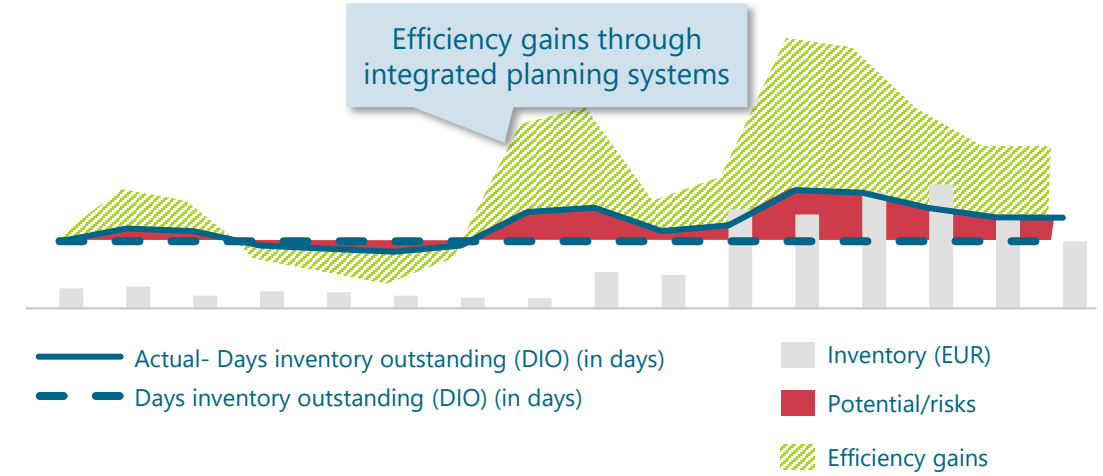
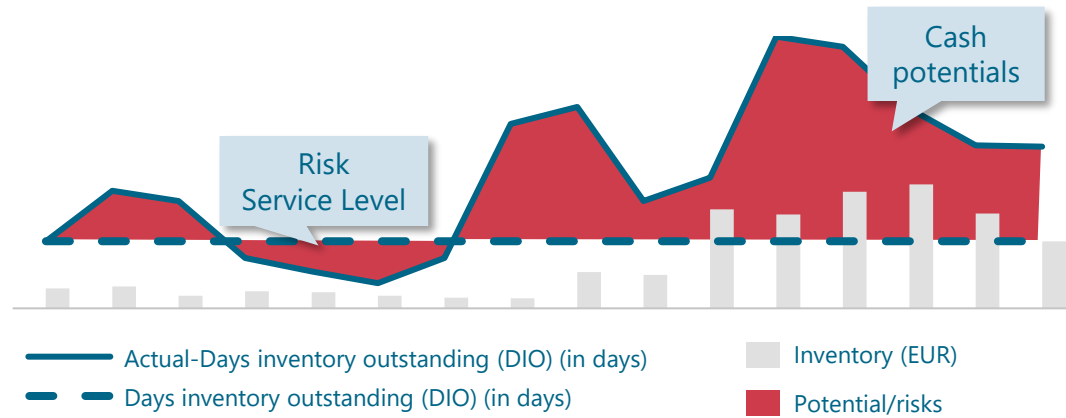
Selection of NWC optimization levers

ILLUSTRATIVE



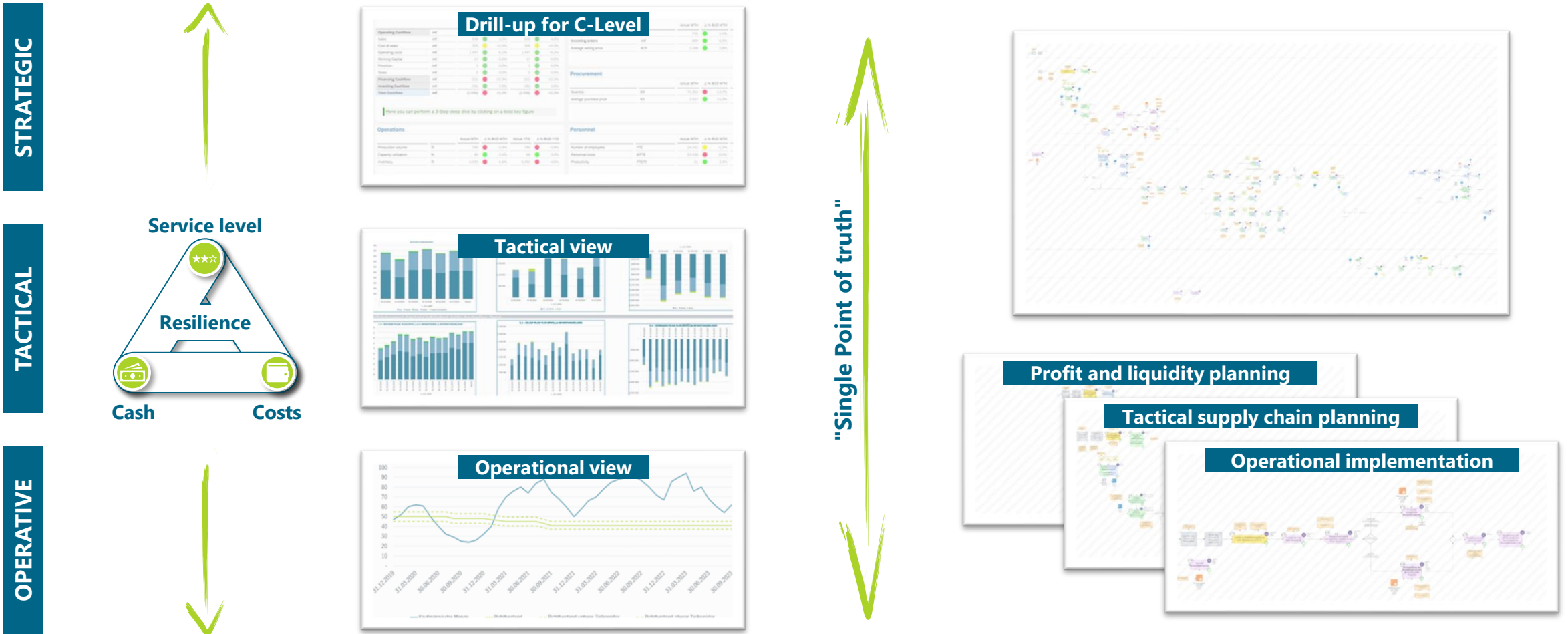
Potentials from harmonization of planning systems

Business units optimize their respective planning systems, but often rely on different planning stages within the supply chain. This leads to insufficient planning accuracy and unrealized cash/ EBIT potential.



"Single Point of Truth": integrated end-to-end view

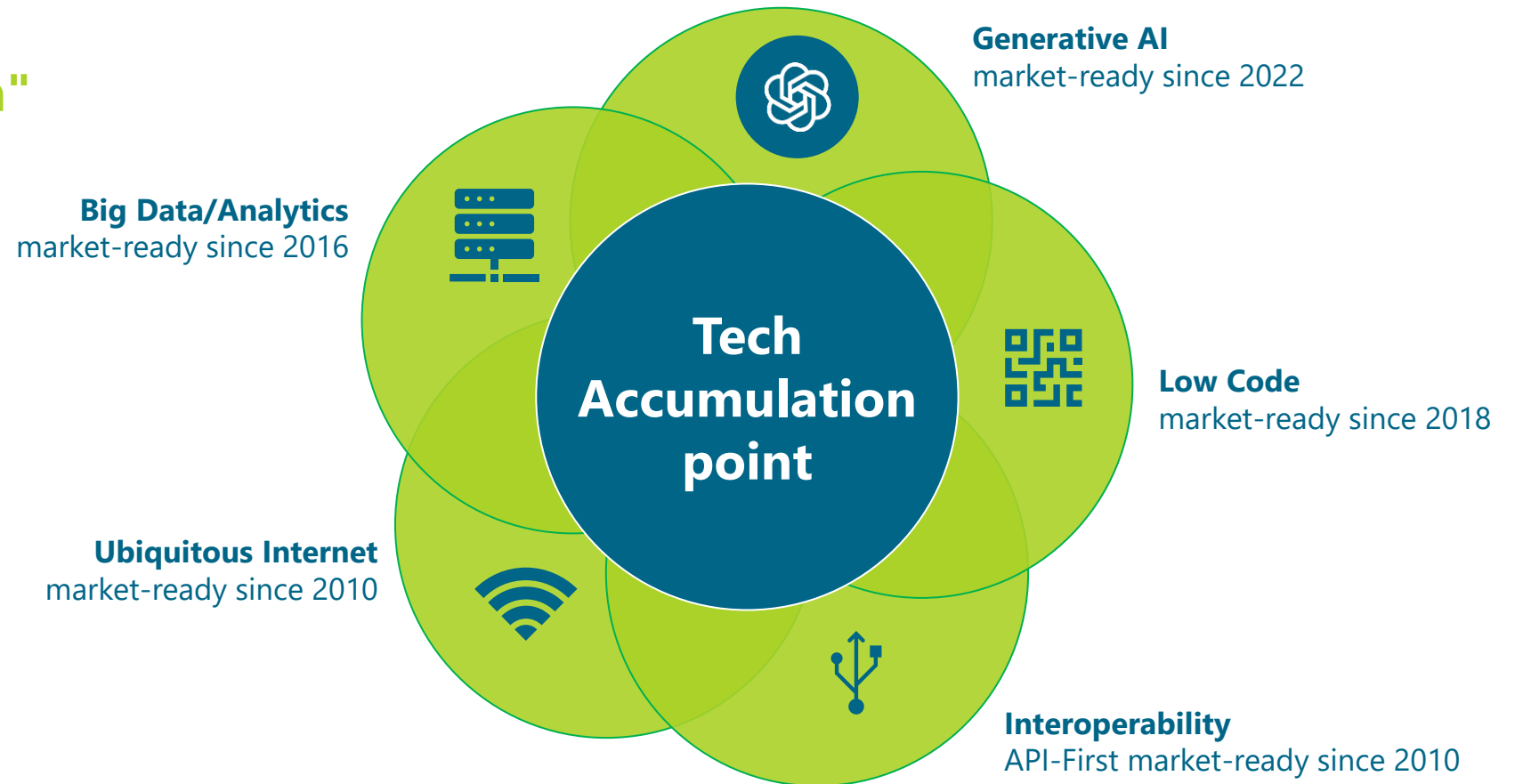
Integrated and harmonized planning systems – improving resilience, planning accuracy, and maximizing cash/EBIT potential through a holistic approach creating one "Single Point of Truth".



Operational usability of different technologies

Big data, low code, generative AI, ubiquitous internet and interoperability combined provide an ideal platform for creating one "Single Point of Truth".

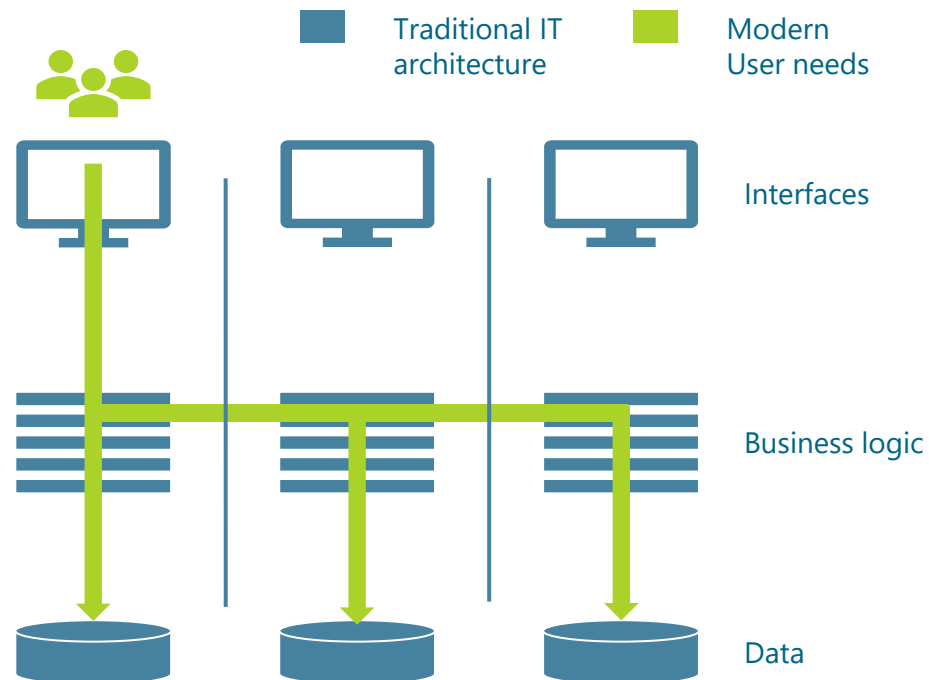
Design of a "Single Point of Truth" based on...



Modern IT architecture for a "Single Point of Truth"

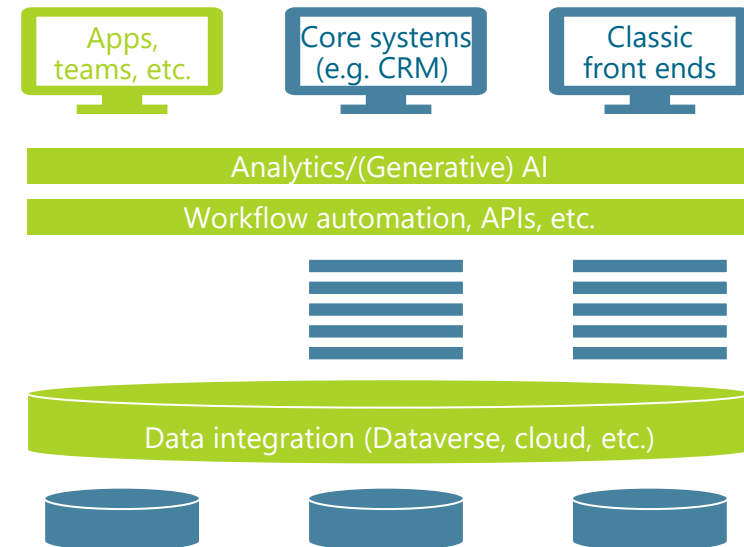
Data and business logic can be better connected in terms of integrated and harmonized planning systems with the help of modern IT architecture. Thanks to low-code platforms, this is now more flexible and agile than ever before

Traditional IT architecture



Users are not interested in technical details, but the traditional IT architecture is monolithic.

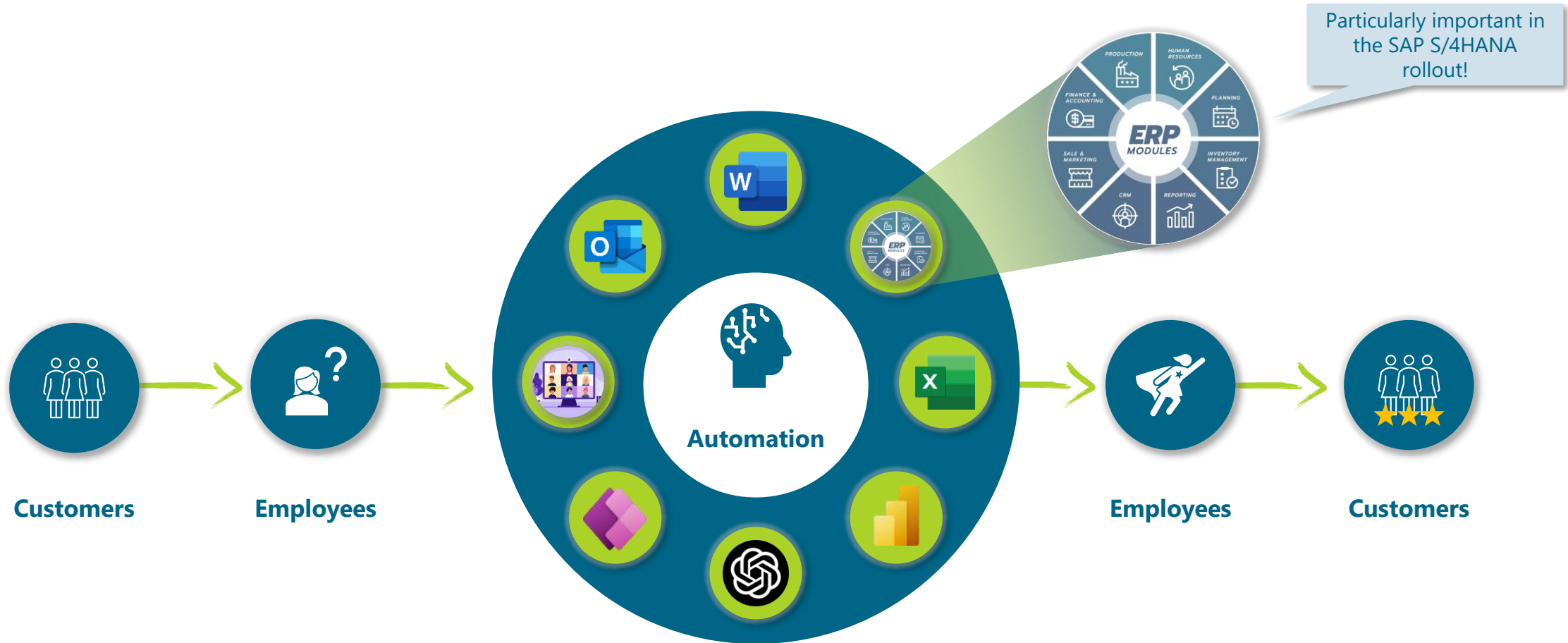
Modern IT architecture



Low code platform components enable **greater flexibility** and **increased agility** by enhancing the traditional IT architecture.

Bionic workday through the "Single Point of Truth"

Intelligent automation goes hand in hand with the operationalization of the "Single Point of Truth", which automatically triggers all actions for employees. This means that employees are optimally supported by the technology.



Fortlane Partners specializes in optimizing information flow between finance and operations managers. By doing so, we **enhance liquidity, financial stability, and resilience** - both within your organization and throughout the supply chain.

Our proven project approach

In the last ten years alone, our dedicated team has successfully implemented over 80 NWC optimization programs for industrial, family and PE-financed companies.

— 4-10 days — — 3-5 weeks — — 5-8 weeks — — ... —



>80 projects over the last ten years



>8 billion EUR total NWC reduction identified and realized



Supported by an experienced Team of dedicated experts



About Fortlane Partners



ADVISORY FOR STRATEGY, M&A, AND TRANSFORMATION

Fortlane Partners is a leading European advisory firm specializing in strategy, M&A, and transformation.

With an integrated advisory approach, Fortlane Partners combines management consulting and corporate finance expertise to help businesses successfully shape their future.

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