

# Commercial Benefits

## The Opportunity

Across complex infrastructure and maintenance environments, we consistently see:

- Poor visibility and management of WIP and aged debt
- Fragmented processes leading to disputes, rework, and delays
- High levels of aged debt and unallocated cash with an absence of data/evidence
- Siloed teams limiting accountability and ownership, slowing resolution
- Weak client engagement, hindering cash recovery

## Commercial Impact Delivered

Unallocated cash reduced from  
**£6.6m to £2.2m,**  
clearing legacy backlog

**31%**  
reduction in  
total debt

**66%**

reduction in  
application queries

Cash conversion improved from

**39% to 85%**

(within-month collection)

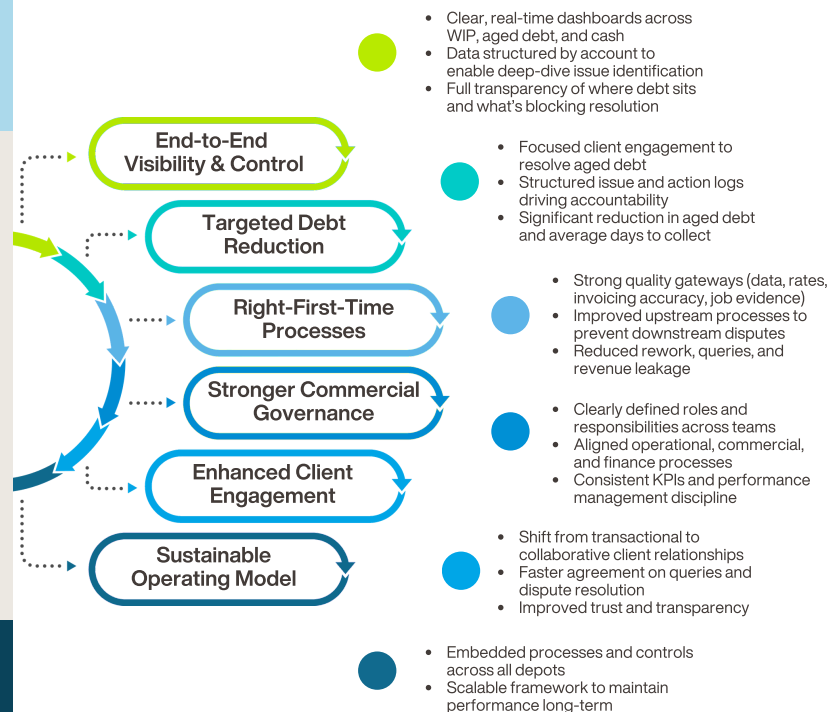
“We were able to talk about all the things that need improving that we’ve never had chance to resolve before. Spending time outside of the BAU and thinking about things we could do better was so useful. We’ve now done really well in terms of a step change in improvement of route to payment. Managementors took a really refreshing approach, it was seamless, slick and was great in identifying where we had gaps to enable us to plug them.” **Senior Project Manager**

## End Result

A step-change in cash performance and commercial discipline - transforming fragmented, reactive environments into controlled, transparent, cash-generative operations with clear ownership and sustained results together with strengthened client relationships.



## How Do We Deliver Commercial Improvement



## Outcomes

- + Improved cash position and stronger cash position and improved cash flow
- + Reduced aged debt and lower commercial risk
- + Fewer disputes and operational issues
- + Faster cash-in to cash-out cycle
- + Reduced client frustration
- + Reduced internal and external frustration