

PROMPT | business strategies

improving performance and growing businesses

PROMPT Business Forecasts



PROMPT Cashflow



PROMPT Cashflow Support

How it supports and helps your business...

- It provides a simple cashflow tool
- **ESSENTIAL** for any business experiencing potential cashflow shortages in the current difficult operating environment.
- **AND** for businesses with no current cashflow model to ensure you have an 'early warning' system in place.

How it helps a Funding Provider...

- Enables your key Stakeholder to gain a clear view of the current cashflow position and identify any short-term requirements so that key actions can be taken.

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PROMPT Cashflow Support

How it works...

- 13-week cashflow delivered within 1-2 weeks
- Easy to use
- Hands-on training for fast In-House adoption
- Support as needed
- Cost effective Cashflow Management Solution

How we help...

- PROMPT helps your businesses understand the current and future cashflow and headroom
- It is an early-warning system to identify any cash shortfalls enabling Management to take informed action.

PROMPT cashflow modelling and support...

PROMPT | business strategies

leading underperforming businesses to growth



PROMPT Cashflow

The OUTPUTS...

Our strategic overlays use sensitivity analysis to evaluate different cash flow management options...‘What if ?’ analysis.

It compares base position with the impact of Strategic actions.

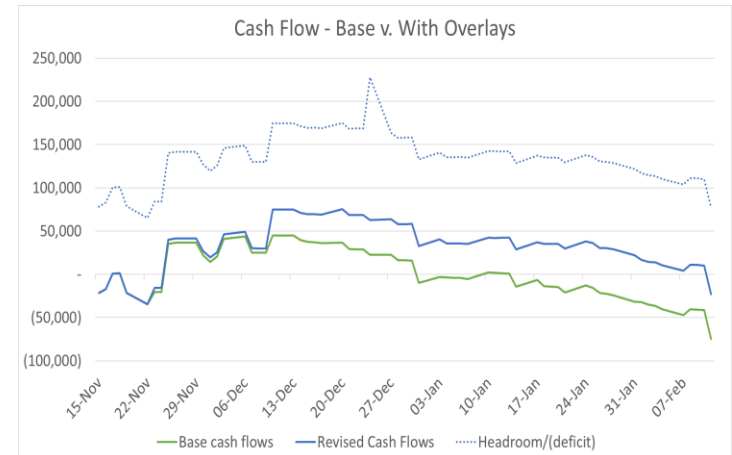
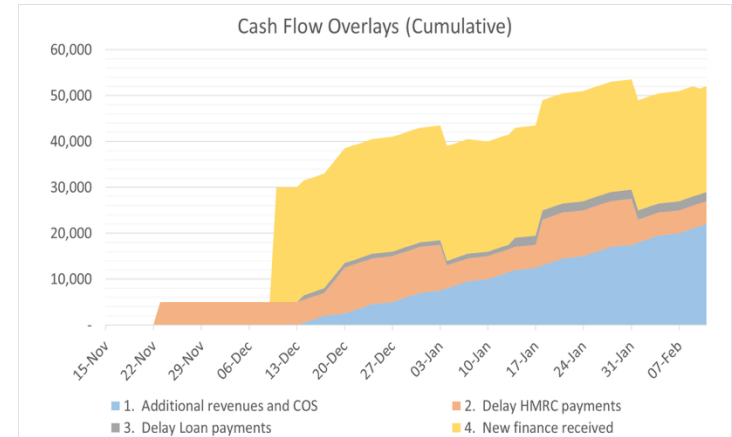
e.g.:

- Trade Creditor Management via plans, stretch, profiling.
- Getting cash in more quickly, shortening of debtor days.
- Cost saving plan.
- HMRC Management TTP.
- Asset Finance.

Key Features...

The Trade Creditor Management uses trade creditor profiling built into the base case.

Strategic Overlays...



PROMPT Cashflow

The OUTPUTS...

- 13 Week Summary
- Month one daily cashflow
- Month 2 and 3 week-by-week cashflow
- Month-by-month Summary
- Closing summary
- Monitors Headroom, factoring in ID facility and availability
- Tracking of ID facility
- Sensitivity for any changes in ID funding % and reserves
- Estimates Peak cash requirement

Key features...

- In-built cash-management tools
- Trade creditor profiling and sensitivity

The Base Case...

13 Week Cash Flow				
Month on month Summary	4	4	4	4
Date	01-Apr	02-Apr	03-Apr	04-Apr
Receipts				
Invoice discount drawdown	131	161	500	-
Opening debtors not funded	-	4,455	17,187	5,508
Forecast sales	-	-	-	-
Other Receipts 1				
	131	4,616	17,687	5,508
Payments				
Wages	-	-	-	-
HMRC - Current	-	-	-	-
HMRC - Arrears	-	-	-	-
Trade creditors	-	-	-	-
Future Costs	-	-	-	-
Direct debits	24	2,345	730	217
Other costs/overheads	-	-	-	-
Direct receipts repaid to ID				
Bank charges				
Expenses				
Other payments 1				
	24	2,345	730	217
Net cash flows	107	2,271	16,957	5,291
Opening balance £ (£ & € acs)	(19,742)	(19,635)	(17,364)	(407)
Closing balance	(19,635)	(17,364)	(407)	4,884
	PEAK			
Overdraft remaining	100,000	100,000	100,000	100,000
Headroom/(deficit)	80,365	82,636	99,593	104,884
	PEAK			
Cash impact of delaying payments to Trade creditors profile categories 3 and 4	1,285	4,395	6,666	6,666

PROMPT Cashflow

The Process...

- Initial call to understand current requirement and where you are.
- Data capture – Run through of data Shopping List
- Cashflow model update
- Initial draft of base cashflow
- Review and discuss strategic overlays
- Training to complete and Roll forward process
- Handover
- Continued cashflow support as required and regular review
- Further steps...Strategic Road-map

Time Scale:

It normally takes 1 to 2 weeks to create a 13-week cashflow.

Once started we aim to complete the Prompt cashflow within a very short time period and the ultimate aim is for you to run it In-House with support as required.

Fees:

The base fee for completion of the

PROMPT Cashflow starts at around £10k plus VAT

This includes:

- Data capture and setting up base cashflow
- Completion of Overlays
- Calls to review the base cashflow and outputs
- Training to complete, In-House
- Training to complete the Rollover

PROMPT Cashflow

Data feeds from separate data tabs for ease of completion and update

ID availability and drawdown feeds into headroom

Prompt Cashflow Summary

Aged Trade creditors ledger tab/ phasing

	01-Apr	02-Apr	03-Apr
Funds in use			
Opening balance	4,500	4,631	4,148
Drawdown	-	-	-
Receipts	-	645	2,000
Direct receipts repaid	-	-	-
Charges	0.65%	-	-
	1.8%	-	-
Balance adjustments	131	161	500
Closing balance	4,631	4,148	2,648
Limit	50,000	50,000	50,000
Funding %	75%	75%	75%
Maximum	4,631	4,148	2,648
Drawdown - invoices	-	-	-
Drawdown - receipts	-	161	500
Funded Debtors	6,175	5,530	3,530

13 Week Cash Flow				
Month on month Summary				
Date	4	5	6	6
	30-Apr-24	31-May-24	30-Jun-24	28-Jun-24
Receipts				
Invoice discount drawdown	10,890	41,016	11,052	11,052
Opening debtors not funded	128,869	-	-	-
Forecast sales	-	12,000	110,400	110,400
Other Receipts 1	-	-	-	-
	139,758	53,016	121,452	121,452
Payments				
Wages	-	-	-	-
HMRC - Current	-	-	-	-
HMRC - Arrears	20,000	17,500	7,500	7,500
Trade creditors	44,790	10,000	34,059	34,059
Future Costs	-	8,400	84,280	84,280
Direct debits	14,586	17,496	12,028	12,028
Other costs/overheads	-	6,471	33,529	33,529
Direct receipts repaid to ID	-	-	-	-
Bank charges	-	-	-	-
Expenses	-	-	-	-
Other payments 1	-	-	-	-
	79,376	59,866	171,395	171,395
Net cash flows	60,382	(6,850)	(49,944)	(49,944)
Opening balance £ (£ & € acs)	(19,742)	40,640	33,790	(16,154)
Closing balance	40,640	33,790	(16,154)	(66,098)
Overdraft remaining	100,000	100000	100000	33,902
Headroom/(deficit)	140,640	133,790	83,846	33,902

1 Business critical										
2 Can be delayed by say 3 to 4 weeks										
3 Can be pushed out 6 weeks										
4 Or can be put on Time 1 March										
5 Not in use										
Supplier	Critical	Current	Month 1	Month 2	Month 3	Month 4+	Total o/s	Not paid		
Supplier 1	1	82.50	-	-	-	-	82.50	-		
Supplier 2	2	-	4,270.00	-	-	-	4,270.00	-		
Supplier 3	3	72.00	-	-	-	-	72.00	-		
Supplier 4	4	-	66.24	-	-	-	66.24	-		
Supplier 5	1	196.01	-	-	-	-	196.01	-		
Supplier 6	2	-	81.22	-	-	-	81.22	-		
Supplier 7	3	6.73	-	-	-	-	6.73	-		
Supplier 8	4	-	902.40	-	-	-	902.40	-		
Supplier 9	1	298.48	-	-	-	-	298.48	-		
Supplier 10	2	-	540.00	-	-	-	540.00	-		
Supplier 11	3	-	-	2,400.00	-	-	2,400.00	-		
Supplier 12	4	-	-	-	31,658.82	-	31,658.82	0.00		
Supplier 13	1	-	30,508.47	-	-	-	30,508.47	11,864.41		

Non-ID Trade Debtors via TD ledger

Debtors										
Coding	Account	Customer Name	Current	31-03	61-90	91-120	120+	Total	Y or N	collected
		Customer 1	-	-	-	-	61,145.48	61,145.48		61,145.48
		Customer 2	-	38.40	-	-	38.40	38.40		38.40
		Customer 3	-	-	6,700.00	-	6,700.00	Y		-
		Customer 4	-	-	148.82	1,330.97	1,479.79	1,479.79		1,479.79
		Customer 5	-	270.20	-	-	270.20	270.20		270.20
		Customer 6	-	807.50	-	-	807.50	807.50		807.50

Wages scheduled in net wages tab

Payment										
5										
Wages	Period	Value	Date	Unpaid	29-Apr	30-Apr	30-May	31-May		
	Apr-24	15,000	30-Apr	-	-	15,000	-	-		
	May-24	15,000	31-May	-	-	-	-	15,000		
	Jun-24	15,000	30-Jun	15,000	-	-	-	-		
					-	-	-	-		

Sales forecast tab est. future receipts

Forecast Sales										
Monthly budgets										
	Apr-24	May-24	Jun-24	Margins	Vatiable	CF	ID	Terms		
Sales Type 1	50,000	77,800	152,000	30%	Y	Y	Y	60		
Sales Type 2	10,000	22,000	64,000	28%	Y	Y	N	30		
Sales Type 3	16,000	18,000	24,000	26%	Y	Y	Y	30		
Sales Type 4										
Sales Type 5										
Sales Type 6										

Direct debits feed in from bank detail

Direct Debits										
Fixed/variable										
Payee name	Details	Value	Date expected	Day	01-Apr	02-Apr	03-Apr	04-Apr	05-Apr	
DD1	351.24	17/04/2024	5	-	-	-	-	351		
DD2	62.50	15/04/2024	4	-	-	-	63	-		
DD3	142.50	15/04/2024	5	-	-	-	-	143		
DD4	188.00	15/04/2024	1	189	-	-	-	-		
DD5	48.30	15/04/2024	15	-	-	-	-	-		
DD6	916.62	15/04/2024	15	-	-	-	-	-		
DD7	417.89	15/04/2024	15	-	-	-	-	-		

HMRC Arrears and current

HMRC Arrears										
Payment										
PAYE	Period	Value	Date	Unpaid	01-Apr	02-Apr	03-Apr	04-Apr	05-Apr	
TTP	Jun-23	15,000	03-Apr	-	-	-	15,000	-	-	
	Jul-23	7,500	03-May	-	-	-	-	-	-	
	Aug-23	7,500	03-Jun	-	-	-	-	-	-	
	Sep-23	7,500	03-Jul	7,500	-	-	-	-	-	
					-	-	-	-	-	
		37,500		7,500	-	-	15,000	-	-	
VAT	Period	Value	Date	Unpaid	01-Apr	02-Apr	03-Apr	04-Apr	05-Apr	
TTP	Sep-23	5,000	01-Mar	5,000	-	-	-	-	-	
	Sep-23	5,000	01-Apr	-	5,000	-	-	-	-	
	Sep-23	5,000	01-May	-	-	-	-	-	-	



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To work it needs...

Data inputs, including...

- Current Aged Debtors ledger
- Current Trade Creditors
- HMRC current position and TTP
- Opening balances and ID
- Simple Sales forecast and margins
- Up to date MI with P&L detail
- Details of loans
- Direct debits

Simple data requirement:

The cashflow aims to make use of existing available data. The model has been designed for easy preparation and update.

The trade debtors and trade creditor are simply dropped in from accounting software data.

The extract below shows how this mirrors Sage/ Xero formats

Debtors

Coding	Account	Customer Name	Current	31-60	61-90	91-120	120+	Total	On ID		Not collected
									Y or N		
		Customer 1	-	-	-	-	61,145.48	61,145.48			61,145.48
		Customer 2	-	38.40	-	-	-	38.40			38.40
		Customer 3	-	-	6,700.00	-	-	6,700.00	Y		-
		Customer 4	-	-	-	148.82	1,330.97	1,479.79			1,479.79
		Customer 5	-	270.20	-	-	-	270.20			270.20
		Customer 6	-	817.50	-	-	-	817.50			817.50

PROMPT Cashflow

Provides visibility of...

- Funds in use
- Funding percentage
- Reserves concentration
- Funding cap

What it allows you to do...

- Assess impact of changes in Funding %
- Assist with Trade debtor's reconciliation
- Future changes in Sales and or margins
- Estimate impact of Reserve movements
- Monitor Client credit limits



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CONTACT:

E-mail: enquiries@promptstrategies.co.uk

Website: www.promptstrategies.co.uk



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PROMPT... awarded Runner-up



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