CASHFLOW REENGINEERING

How to Optimize the Cashflow Timeline and Improve Financial Efficiency

By James Sagner

New York: Amacom, 1997

Table of Contents

1. The Reengineering of Organizations 1
2. Cashflow Reengineering and Management Principles 19
3. The Cashflow Reengineering Process 39
4. The Outsourcing Alternative 69
5. Product Planning, Pricing and Profitability Analysis 85
6. Collection Opportunities 101
7. Disbursement Opportunities 119
8. Cash Concentration and Banking Opportunities 143
9. Balance Sheet Issues 167
10. Risk Management 185
11. The OPQR Paradigm 203

Appendixes

A. Request for Proposal (RFP) 231
B. Measures of Performance 257
C. Summary of Selected Lockbox Data 263
D. Retail Lockbox Evaluation Scores 271
   Index 277