

# Case Study: Working Capital Analysis & Management



**Client:** Rotrex Group, winching and FM specialists, turnover of £9m+



**Problem:** Rotrex needed to identify and stabilise their working capital requirement

**Solution:** Sollertia undertook due diligence on financial management of the business

- operations performance, sales and purchase ledger condition plus future liabilities
- detailed short and long term view of its working capital need was established
- then ongoing management reporting profile was defined and agreed
- designated reports are produced at regular intervals
- allow Rotrex to move from responding reactively to business needs
- to a structured and planned direction of its working capital

**Outcome:** The reporting regime devised by Sollertia means that

- Rotrex's decision making is now better informed
- Huge benefits are brought to cash flow management
- Rotrex can increase and make better use of working capital



**Comment:** *“At a time of major change, Sollertia has provided the solid foundation on which many of our business critical processes have been rebuilt.”*

Simon Butterworth, Managing Director, Rotrex Group Ltd.



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