



# WORKING CAPITAL OPTIMIZATION

Thursday, January 13, 2011  
Duxton Hotel Saigon, Vietnam

**Companies don't go bankrupt for lack of profits;  
they go bankrupt for lack of cash**

## DESCRIPTION

Working capital is the dangerous cash consumer for the most companies. But there are tools to manage the three working capital components: accounts receivable (AR), accounts payable (AP) and inventory. The purpose of this training is to provide you with effective tools to handle receivable accounts, payable accounts and inventory management.

## OVERVIEW

The training is split in three distinctive sessions while we will give you efficient and practical tools and a clear methodology to implement the program in your company. Each session is focus on one component:

- **AR Management:** The purpose is to find the best balance for each supplier between an efficient business relation and payment terms.
- **AP Management:** The purpose is to find the best balance for each client between an efficient business relation and payment terms.
- **Inventory:** The purpose is to find the best balance for each item between safety and inventory level.

## BENEFITS

Working Capital Management is not only a financial matter, each department is concerned: sales, purchase, manufacturing, finance, etc. If you want to succeed, every employee should feel concerned: from the bottom to the top levels.

Providing your business with a systematic approach for identifying and developing opportunities to optimize working capital:

- Introducing useful analyses and models in identifying opportunities for improvement;
- Providing a high-level checklist of ideas for pursuing opportunities;
- Providing a framework for stimulating thinking and discussion on optimization.

## SPEAKER



**STEPHANE GRAND Ph.D,  
MBA, MALD**

Stephane founded S.J. Grand Financial and Tax Advisory in 2003. The activities of the firm include corporate finance, risk management, tax and accountancy, restructuring, working capital optimization and other profitability strategies in the PRC. The firm now has a network of offices in Beijing, Shanghai, Guangzhou, Shenzhen and Hong Kong. His recent client projects have included a post-merger integration of US food packaging company, the restructuring of French hairdressing franchise and a Swiss luxury travel group, and the restructuring of investments for various private equity funds.

He is a graduate of HEC Paris (MBA), La Sorbonne (Ph.D. in Chinese Contract Law) and the Fletcher School of Law and Diplomacy, and teaches courses on the legal and financial aspects of doing business in China as an adjunct professor at the Graduate School of Business of the University of Illinois. A widely respected public speaker and media commentator on China's legal and taxation systems, he is fluent in English, French and Mandarin.



## PROGRAM

|               |  |
|---------------|--|
| 14:00 - 14:15 | General principles of “Lean Management”    |
| 14:15 - 15:00 | Account Receivable optimization principles |
| 15:00 - 15:45 | Inventories optimization principles        |
| 15:45 - 16:30 | Account Payable optimization principles    |
| 16:30 - 17:00 | Q & A, Conclusion                          |
| 17:00 - 17:30 | Networking                                 |

# REGISTRATION FORM

Please register the following delegates for the seminar/conference:

## WORKING CAPITAL OPTIMIZATION

1. Name: \_\_\_\_\_ Position: \_\_\_\_\_ Email: \_\_\_\_\_

2. Name: \_\_\_\_\_ Position: \_\_\_\_\_ Email: \_\_\_\_\_

3. Name: \_\_\_\_\_ Position: \_\_\_\_\_ Email: \_\_\_\_\_

4. Name: \_\_\_\_\_ Position: \_\_\_\_\_ Email: \_\_\_\_\_

5. Name: \_\_\_\_\_ Position: \_\_\_\_\_ Email: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ Zipcode: \_\_\_\_\_ Country \_\_\_\_\_

Company's email \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Name & Title of Approving Manger: \_\_\_\_\_ Signature of Approving Manager: \_\_\_\_\_

### REGISTRATION FEES

Fee for one delegate including a binder with all presentation material and a CR-ROM and refreshment

|                        |  |
|------------------------|--|
| 1 Delegate             | 150 USD  |
| Vietnamese translation | Extra fee required<br>Please ask for information |

### ADMINISTRATIVE DETAILS

#### METHOD OF PAYMENT:

( ) Bank Transfer to  
Irving Seminar and Training Limited  
DBS Bank (Hong Kong)  
Multi Currency-Savings  
Account No. 788-152-957  
Hong Kong Swift Code : DHBKHKHH  
(US20\$ will be charged for the transfer fee)

### 3 EASY WAYS TO REGISTER OR ENQUIRE

#### PHONE

Tel TH: +66 (0) 2651 2703  
Tel VN: +84 (0) 902 501 577

#### Email:

irving@irvingseminar.com  
or visit our website:  
<http://www.irvingseminar.com>

IRVING SEMINAR & TRAINING LTD.  
Unit 2503, Insurance Group Building,  
141 Des Voeux Road Central, HongKong

### FOR NORMAL REGISTRATION

In order to avoid any inconvenient circumstances to delegates at the conference, payment should reach us 5 days after the registration form is submitted. In view of booking arrangements at the venue, cancellations can only be accepted until 5 working days before the day of the seminar we will then provide a voucher. If you cannot attend the seminar without a valid cancellation we will send you the documentation by mail.

### CONFERENCE DATE

Ho Chi Minh City  
13 January 2011  
14:00 - 17:30

### ENQUIRIES

Please contact our conference administrator at email:  
irving@irvingseminar.com  
if you need more information about the conference

### INCORRECT MAIL INFORMATION

It is possible that you will receive multiple mailings of this event or incorrect company details on the labels, for which we apologize. If this happens, please let us know so that we can update our database immediately. If you do not wish to have your name on our mailing list, please let us know and we will remove it.

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