



Wayne Boulton
Executive Director, Advisory

Tel: +61 3 9288 8016
Mobile: +61 407 333 223
Fax: +61 3 8650 7728
wayne.boulton@au.ey.com

Wayne has over 13 years of advisory and consulting experience. For the last eight years he has focussed on performance improvement consulting specialising in working capital management and operational improvement. Wayne currently leads Ernst & Young's market leading Working Capital advisory practice

Wayne has worked with a range of clients in a variety of industries, with a recent specialism in utilities, telecommunications, media and entertainment, across a number of countries and regions including the United Kingdom, Europe, the Americas, Australia and New Zealand.

The nature of his work includes:

- Cost benefit assessment and business case development for performance improvement projects.
- Identification of improvement opportunities in working capital management with specific focus on the order to cash, purchase to pay and forecasting to fulfilment cycles.
- Benchmarking of operational and balance sheet performance indicators.
- Implementation planning, execution of project objectives and benefits realisation tracking

A sample of work performed at recent clients include:

Client	Value to client
Australian Energy Distributor and Retailer	Review and redesign of credit collection policy and segmentation of a retail customer base: <ul style="list-style-type: none">• Managed review to identify short term cash opportunities as business was prepared for sale
Australian Energy Distributor and Retailer	Procure-to-Pay review: <ul style="list-style-type: none">• Led a project that identified over \$50m in working capital improvements across the procure to pay process for the distribution and retail operations
Australasian Media Company	Implementation support including: <ul style="list-style-type: none">• Design and implementation of a new billing and collections strategy• Vendors payments terms optimisation• Delivered \$32m of working capital improvements within two months and identified an additional \$9m of opportunity
Media conglomerate	Working capital diagnostic across accounts receivable and payables resulting in <ul style="list-style-type: none">• \$22m of opportunity identified as achievable with relative ease within 3 months to year end
Australian Pathology Business	Working capital diagnostic across a number of business <ul style="list-style-type: none">• Identified and scoped a project to deliver working capital improvements of 5% of revenue