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GOLF
OUTING



June 17th



8:00 am-7:00 pm EST



Longue Vue Club
400 Longue Vue Drive
Verona, PA 15147

Agenda

8:00 am - Registration & Light Breakfast

9:00-9:50 am - CPE Session 1

10:00-10:50 am - CPE Session 2

11:00-11:50 am - CPE Session 3

12:00 pm - Lunch

12:55 pm - Announcements

1:00 pm - Shotgun Start

4:30 pm - Cocktails on the Terrace

5:30 pm - Dinner & Awards

9:00-9:50 am

How to Improve Working Capital Through Back Office Efficiency

Presented by the Bucar Group

Featured Speaker: Phil Farabaugh

Presentation Description

In today's landscape of increased corporate borrowing costs, improving working capital through enhanced back-office efficiency is crucial. Join Phil as he explores strategies to optimize areas like Accounts Receivable Collections, Portal Billing, Customer Selection and Credit Policies, Customer Onboarding, and Cash Forecast Accuracy. This presentation will highlight key success benchmarks for each functional area and the essential metrics for monitoring progress. By establishing standard protocols and clearly defined exceptions, management teams can better concentrate on core operations, even in challenging economic conditions.

Learning Objectives

- All back-office functions while separate are connected and need to be managed as such
- Automation is relative and not only applies to systems but to people and processes as well
- Industry benchmarks and standards can be incorporated to keep DSO low and minimize bad debt
- Being proactive in areas such as billing and collections lead to consistent cash flow critical to daily operations and potential growth opportunities

Highlights

- Accounts Receivable
- Portal Billing
- Customer Onboarding
- Credit Policies
- Cash Forecasting



Phil Farabaugh, Chief Operating Officer - Bucar Group

Phil Farabaugh has served as the Chief Operating Officer of the Bucar Group for over a decade. In this role, he collaborates closely with C-suite executives to analyze and optimize corporate back-office operations, particularly during periods of rapid growth, divestitures, acquisitions, and challenging performance outcomes. Phil is responsible for managing project operations, performance reporting, and strategic planning, leading a team of 200 employees spread across North America.