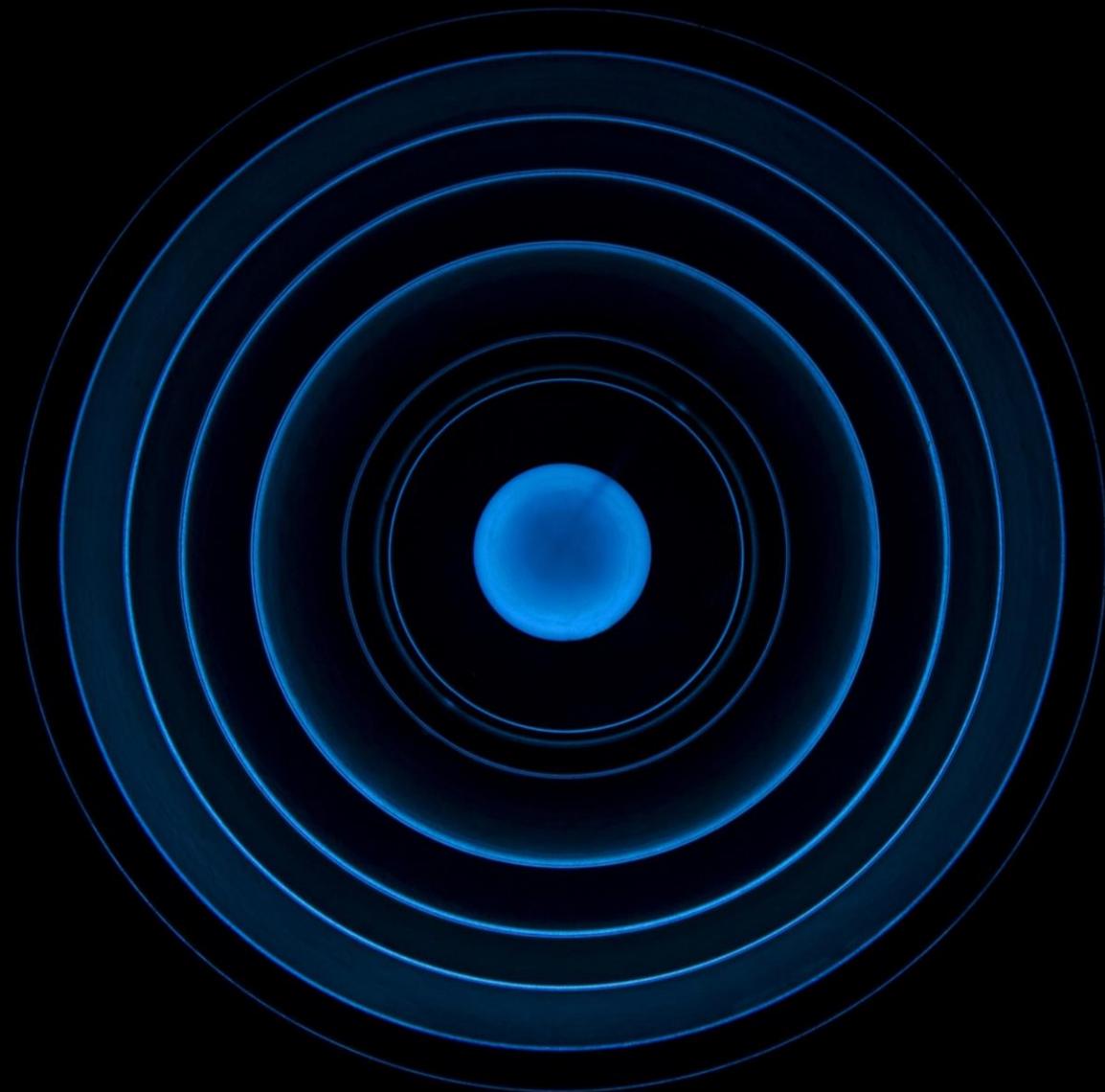


Les Journées
de l'**aFTE** 2018

L'INTELLIGENCE ARTIFICIELLE

POUR NOS PRÉVISIONS DE TRÉSORERIE



Introduction

Un petit mot sur notre méthodologie « **il naso di Tommasso** »

Participants au POC:

- Géraldine Conde-Amal, Alteo
- Guillaume Peslin, Alten
- Nicolas Christiaen Cashforce

L'origine:

- Une enquête AFTE qui reflète vos besoins.

Le but:

- Démontrer que nos prévisions de trésorerie peuvent se bénéficier de la IA.

Agenda

- Cible
- Périmètre
- Moyens
- Attentes
- Moyens
- Résultats
- Prochaines étapes



Cible



 #JAFTE2018

 ConnexMe : AFTE2018

Périmètre - Alten



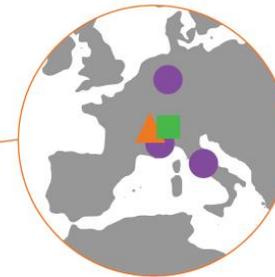
ALTEO

UNE ETI INDUSTRIELLE AU RAYONNEMENT MONDIAL

USINE ET CENTRE DE R&D À GARDANNE

- **Chiffre d'affaires 2017** : 220 M€
- **Capacité** : 600 000 tonnes/an
- **Produits** : hydrate et alumine calcinée
- **Employés** : 470 dans le monde, dont 450 à Gardanne

- **CA à l'export** : 72%
- **Bureaux à l'étranger** : 14
- **Distributeurs et agents spécialisés** : 84



- ▲ Siège social, R&D
- Bureaux commerciaux
- Production



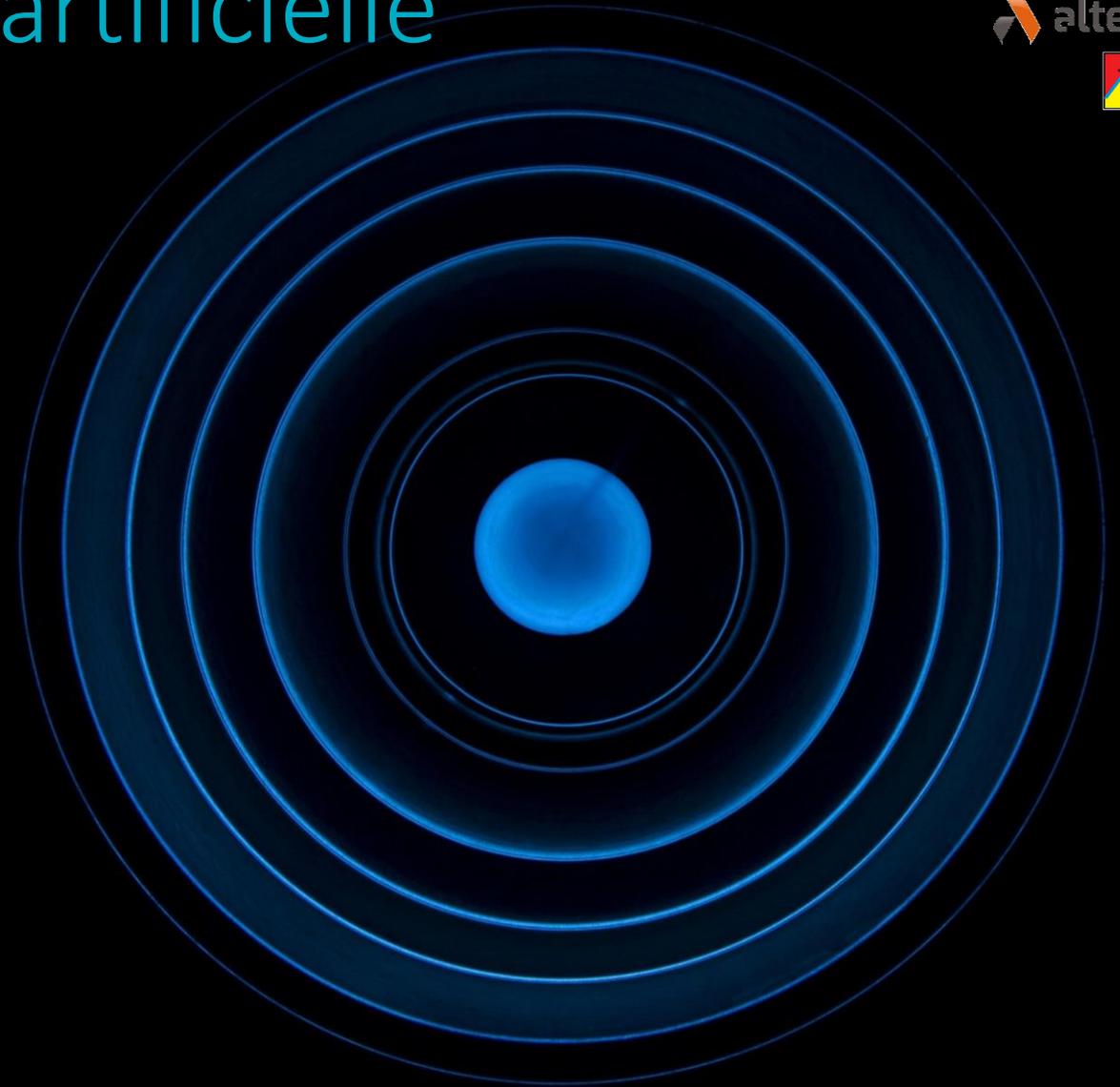
Périmètre de l'intelligence artificielle



Montant projeté d'un ensemble de paiements



Moment projeté d'un ensemble de paiements



Attentes



Moyens

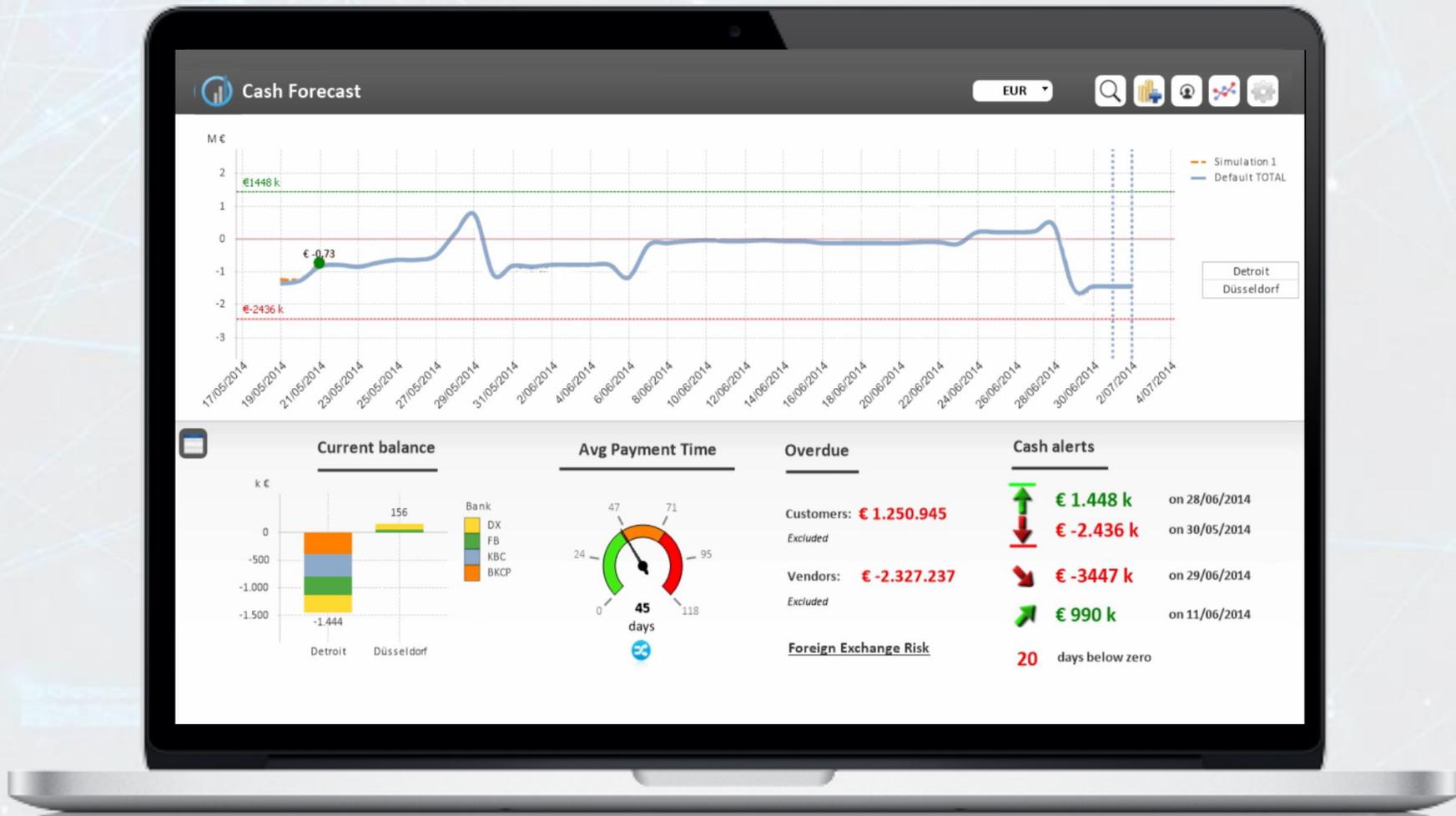


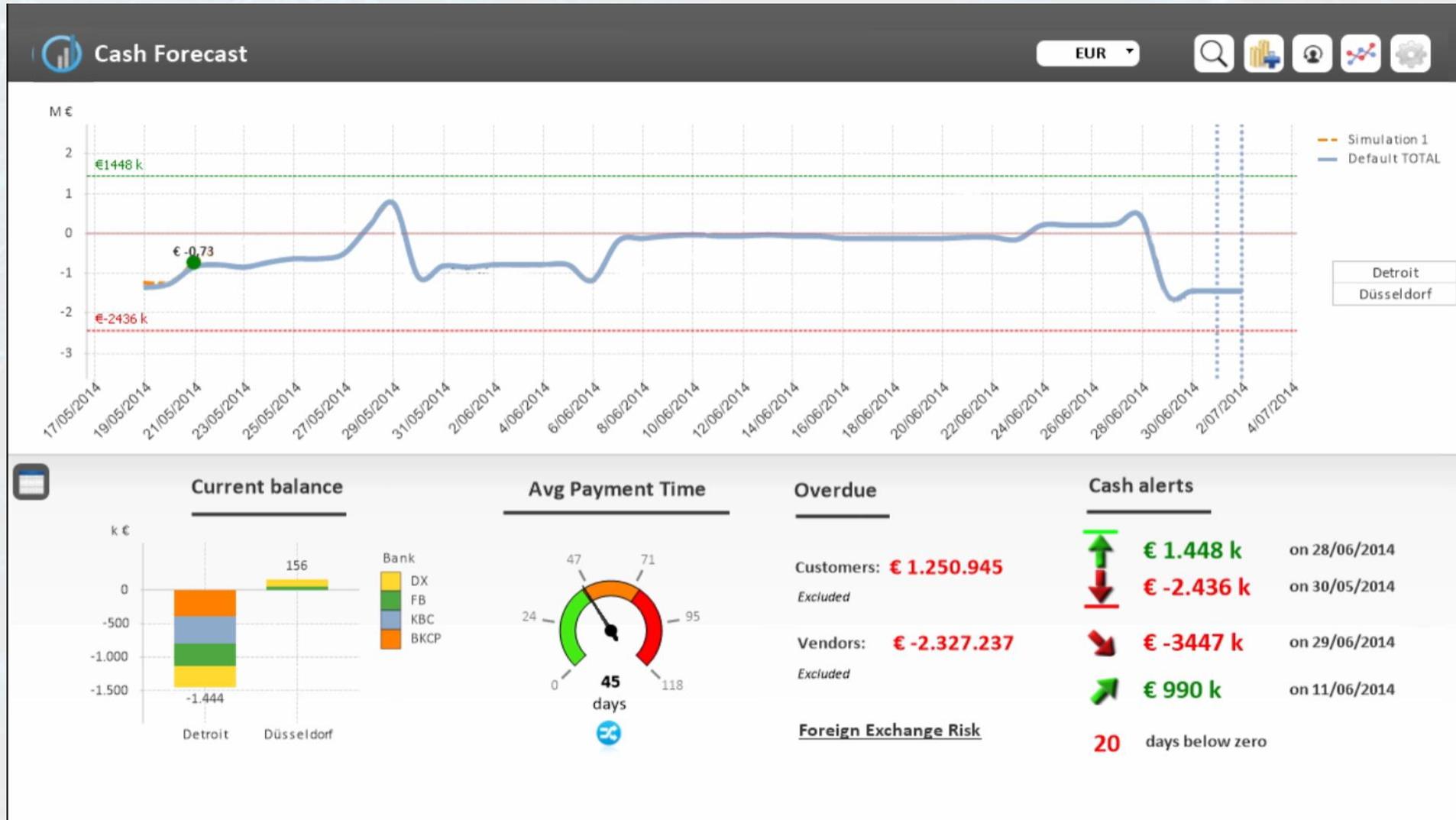
Type	Starting on	Cash Flow Sub Type	Week	8/12/2014	15/12/2014	22/12/2014	29/12/2014	5/01/2015	12/01/2015	19/01/2015	26/01/2015
Actuals	1/08/2014	Vendor		-12.529	-31.161	357	-16.380	-22.895	-14.818	-14.203	-41.137
		Customer		166.403	340.327		147.827	37.647			316.113
		Opex		-78.979	-80.971	-213.296	-49.630	-6.585	-201.281	-181	-148.311
		Closing Balance		345.180	573.375	360.436	442.254	450.421	234.322	219.937	346.599
Forecast	9/12/2014	Balance		271.593							
		Vendor		-7.834	-33	-3.300	-8.135				
		Taxes			-571	-6.694					
		Customer			300.513		176.820			274.124	
		Opex		-27.837	-59.939	-257.603	-3.084	-42.948	-66.192	-38.670	-149.474
Closing Balance		235.922	475.893	208.295	373.896	330.948	264.756	500.210	350.734		

Delta Actuals vs Forecast (excl Balance)											
Cash Flow Sub Type	Week	8/12/2014	15/12/2014	22/12/2014	29/12/2014	5/01/2015	12/01/2015	19/01/2015	26/01/2015	2/02/2015	9/02/2015
Vendor		-4.695	-31.129	3.657	-8.245	-22.895	-14.818	-14.203	-41.137	-1.504	
Taxes			571	6.694							
Customer		166.403	39.813		-28.992	37.647		-274.124	316.113		
Opex		-51.142	-21.032	44.307	-46.546	36.363	-135.089	38.489	1.159	-13.553	84.761
Total		110.566	-11.776	54.659	-83.783	51.115	-149.907	-249.838	276.135	-15.057	84.761

VARIANCE ANALYSIS

Moyens





Moyens



Drill-down to **OTC analysis**

Drill-down to **Cash forecast details**

Drill-down to **PTP analysis**

Working Capital Details

Order to Cash Cycle (DIO, DSO, DPO) and **Forecast to Fulfill Cycle** (DIO, DSO, DPO) gauges.

Open Receivables (€) and **Inventory Value** charts.

Current Selections: CT Due, CT CurrencyTo, Approved Status, Intercompany, Status, PurchasePayment, Status, CT Category.

Filters: EUR, Reporting.

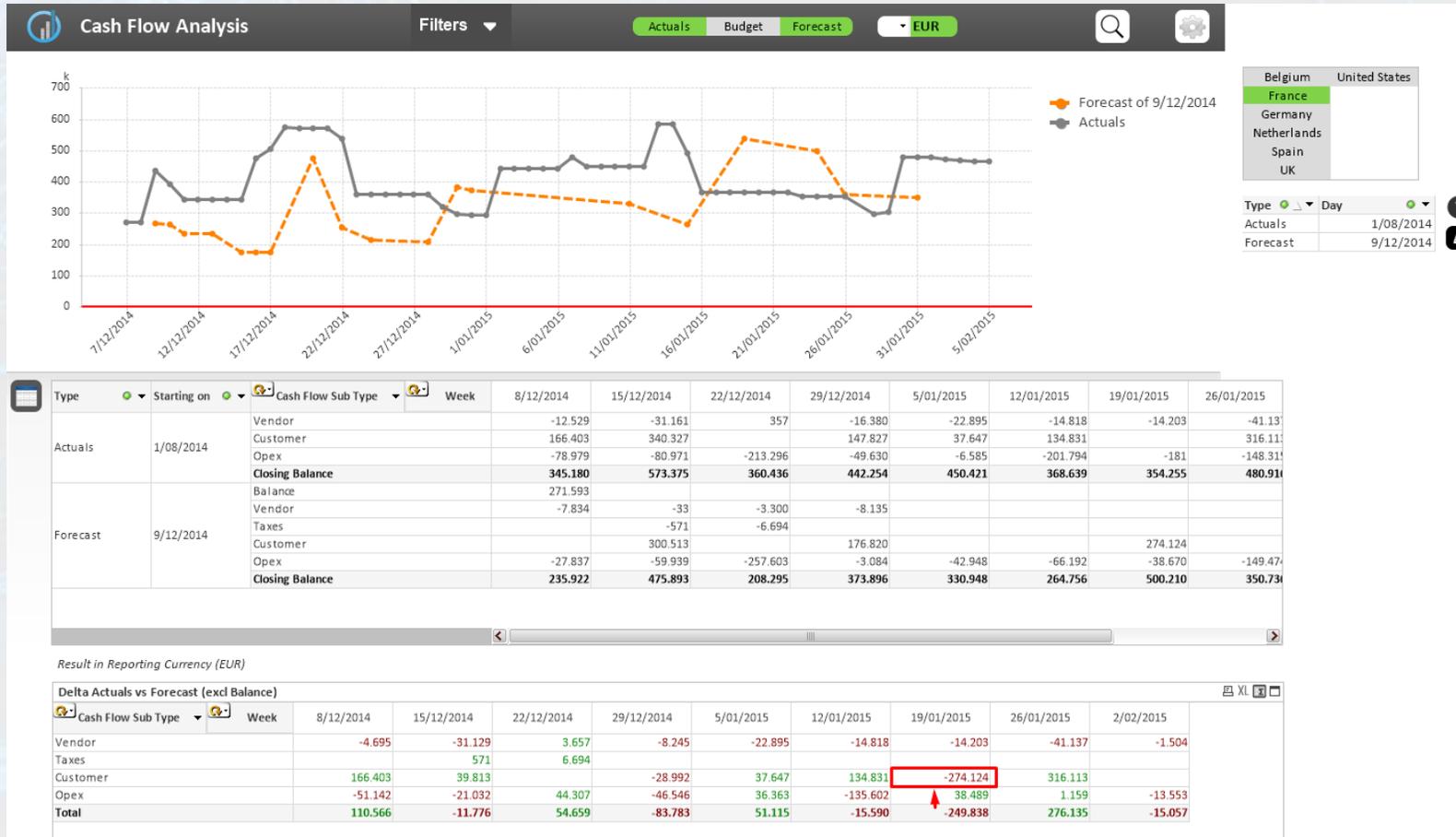
List of 536 future vendor transactions:

Company	Type of Transaction	Vendor	ICO	Document No	Type	Bank Account	Invoice Date	Due Date	Projected Payment Date (Default)	Amount (Default, EUR)
Belgium	Vendor	Corellian Holdings		11805	Invoice	BE37380004787532	8/10/2014	25/12/2014	25/12/2014	-2.458.233
Belgium	Vendor	Trudy Products		2559	Invoice	BE37380004787532	10/11/2014	10/12/2014	10/12/2014	-313.584
Belgium	Vendor	Vickie Sciences		2789	Invoice	BE37380004787532	5/11/2014	26/12/2014	26/12/2014	-264.507
Belgium	Vendor	Energy Logistics		2835	Invoice	BE37380004787529	1/12/2014	29/01/2015	29/01/2015	-116.975
Belgium	Vendor	Energy Logistics		2534	Invoice	BE37380004787529	1/11/2014	24/12/2014	24/12/2014	-111.162
Belgium	Vendor	ABC Vegetables		2787	Invoice	BE37380004787532	12/11/2014	25/12/2014	25/12/2014	-110.527
Belgium	Vendor	Vickie Sciences		2792	Invoice	BE37380004787532	5/11/2014	26/12/2014	26/12/2014	-102.425
Belgium	Vendor	Energy Logistics		2836	Invoice	BE37380004787529	1/12/2014	30/12/2014	30/12/2014	-92.659
Belgium	Vendor	Klimpys Biscuits		12010	Invoice	BE37380004787532	3/12/2014	2/01/2015	30/12/2014	-92.617
Belgium	Vendor	ABC Vegetables		2788	Invoice	BE37380004787532	12/11/2014	12/12/2014	12/12/2014	-78.712
Netherlands	Vendor	Tip Movers		1845	Invoice	BE67984566562134	11/11/2014	11/12/2014	11/12/2014	-72.509
Netherlands	Vendor	Tip Movers		1847	Invoice	BE67984566562134	17/11/2014	17/12/2014	17/12/2014	-58.201
Belgium	Vendor	Klimpys Biscuits		12016	Invoice	BE37380004787532	5/12/2014	11/12/2014	11/12/2014	-47.339
Belgium	Vendor	Pruitt Stations		2810	Invoice	BE37380004787532	21/11/2014	21/12/2014	21/12/2014	-41.044
Belgium	Vendor	Energy Logistics		2833	Invoice	BE37380004787529	30/11/2014	30/12/2014	30/12/2014	-33.355
Belgium	Vendor	Chasers Holdings		2753	Invoice	BE37380004787532	30/11/2014	30/12/2014	30/12/2014	-30.270
Belgium	Vendor	Alco Associates		2756	Invoice	BE37380004787532	30/11/2014	30/12/2014	30/12/2014	-29.040
Belgium	Vendor	Seth Motors		2602	Invoice	BE37380004787532	22/10/2014	10/12/2014	10/12/2014	-27.125
Belgium	Vendor	Niagular Foods		2454	Invoice	BE37380004787532	17/11/2014	17/12/2014	17/12/2014	-27.005
United States	Vendor	Brandy Hospitals		549	Invoice	BE37380004787555	30/11/2014	30/12/2014	30/12/2014	-26.700
Belgium	Vendor	Davila Corporation		2564	Invoice	BE37380004787532	1/11/2014	30/12/2014	30/12/2014	-24.915
UK	Vendor	Primatch Cells		886	Invoice	BE67984566562134	21/11/2014	21/12/2014	21/12/2014	-24.250
Belgium	Vendor	Burleigh Group		2818	Invoice	BE37380004787532	21/11/2014	21/12/2014	21/12/2014	-22.259
UK	Vendor	Shields Power		882	Invoice	BE67984566562134	14/11/2014	14/12/2014	14/12/2014	-18.016
Belgium	Vendor	Energy Logistics		2834	Invoice	BE37380004787529	30/11/2014	30/12/2014	30/12/2014	-17.621
Belgium	Vendor	Virtucon Associates		877	Invoice	BE37380004787532	17/11/2014	17/12/2014	17/12/2014	-16.583
										-15.500

Compliance (Non-Compliance Ratio: 14%)

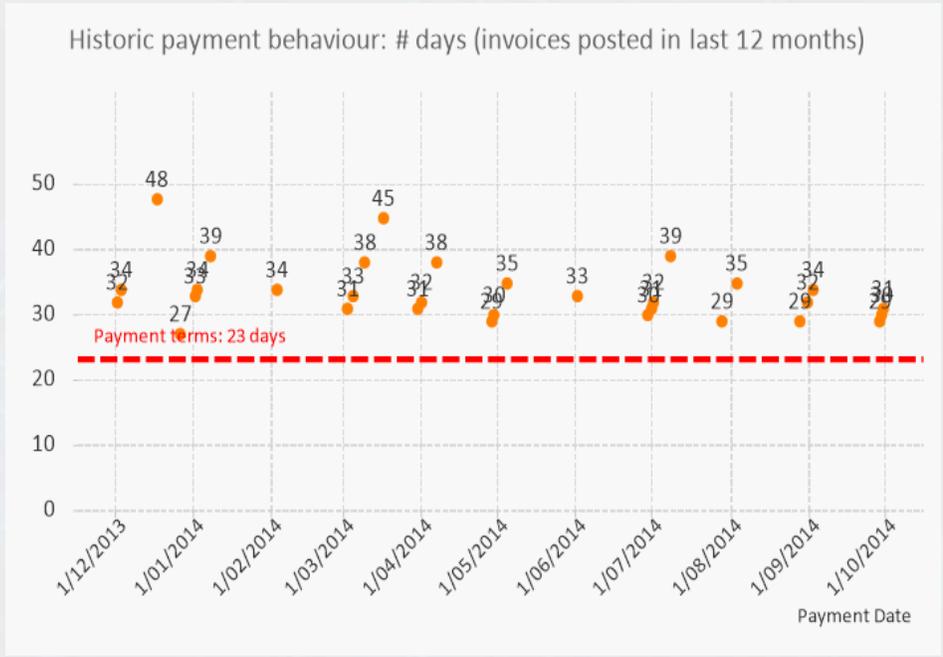
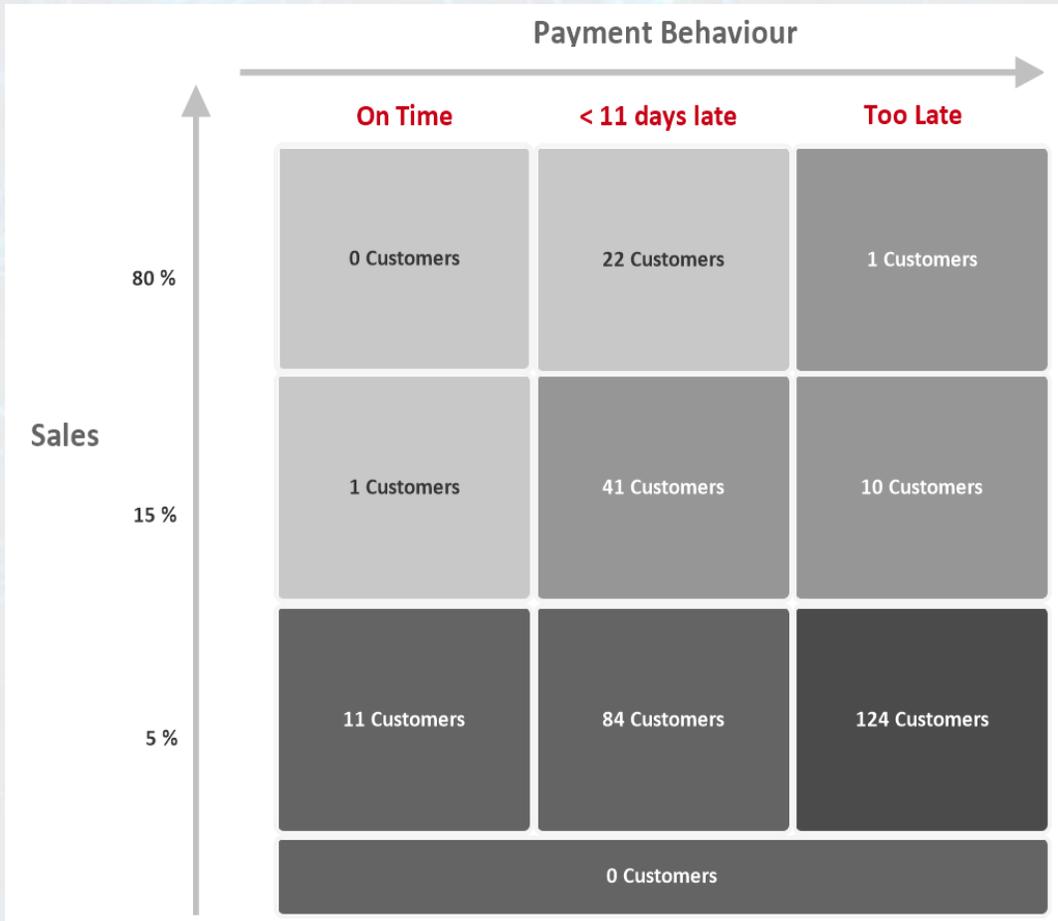
Monthly spend (€) and **Vendor** summary.

Moyens

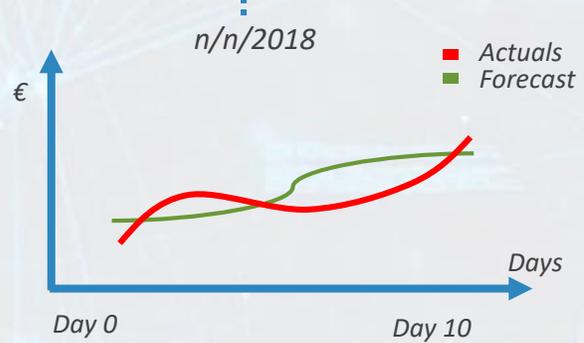
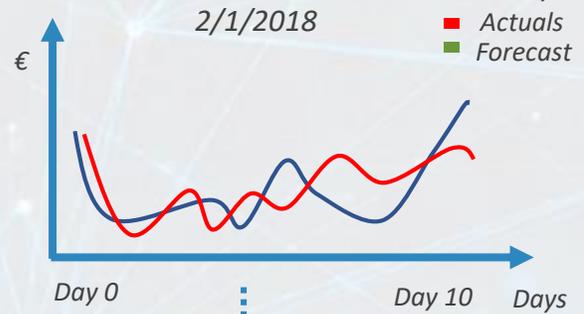
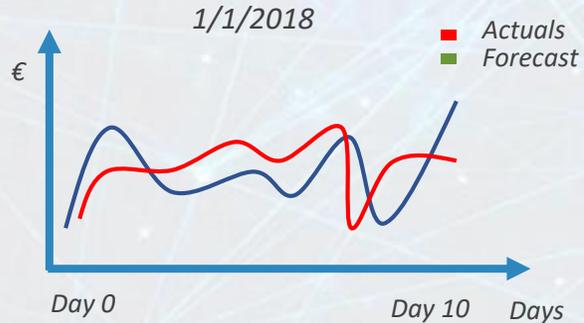


Grâce à la classification basée sur le grand livre général (!!), il est possible d'analyser la variance entre les données réelles et les prévisions au niveau requis.

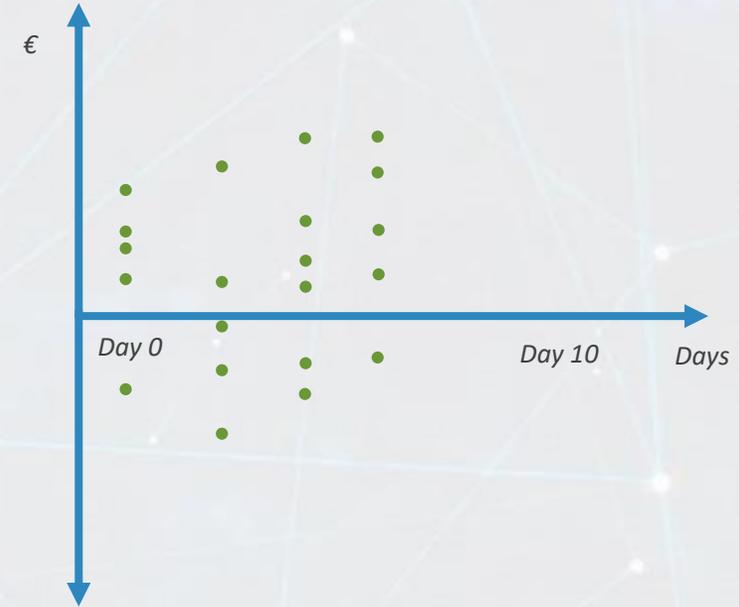
Moyens



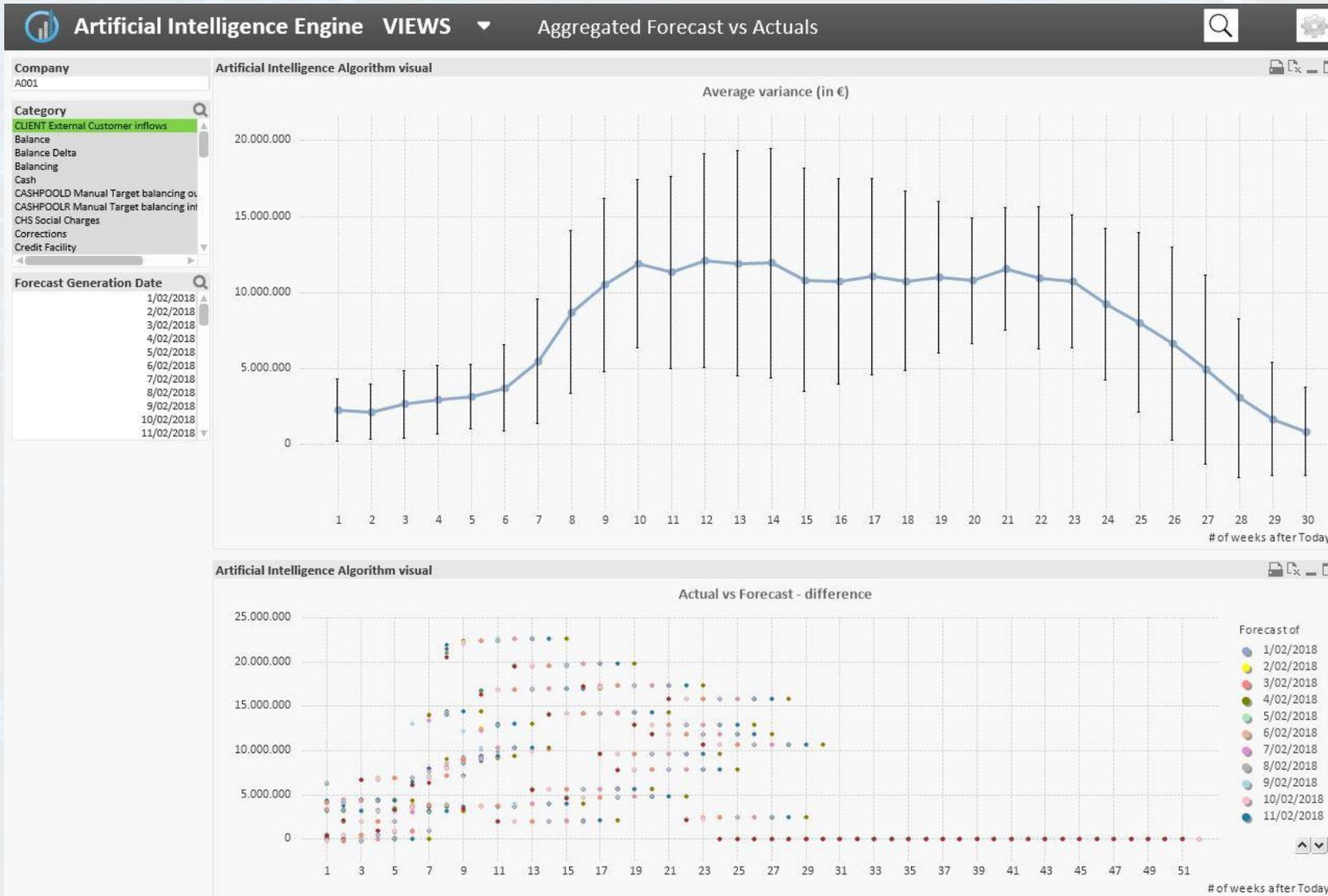
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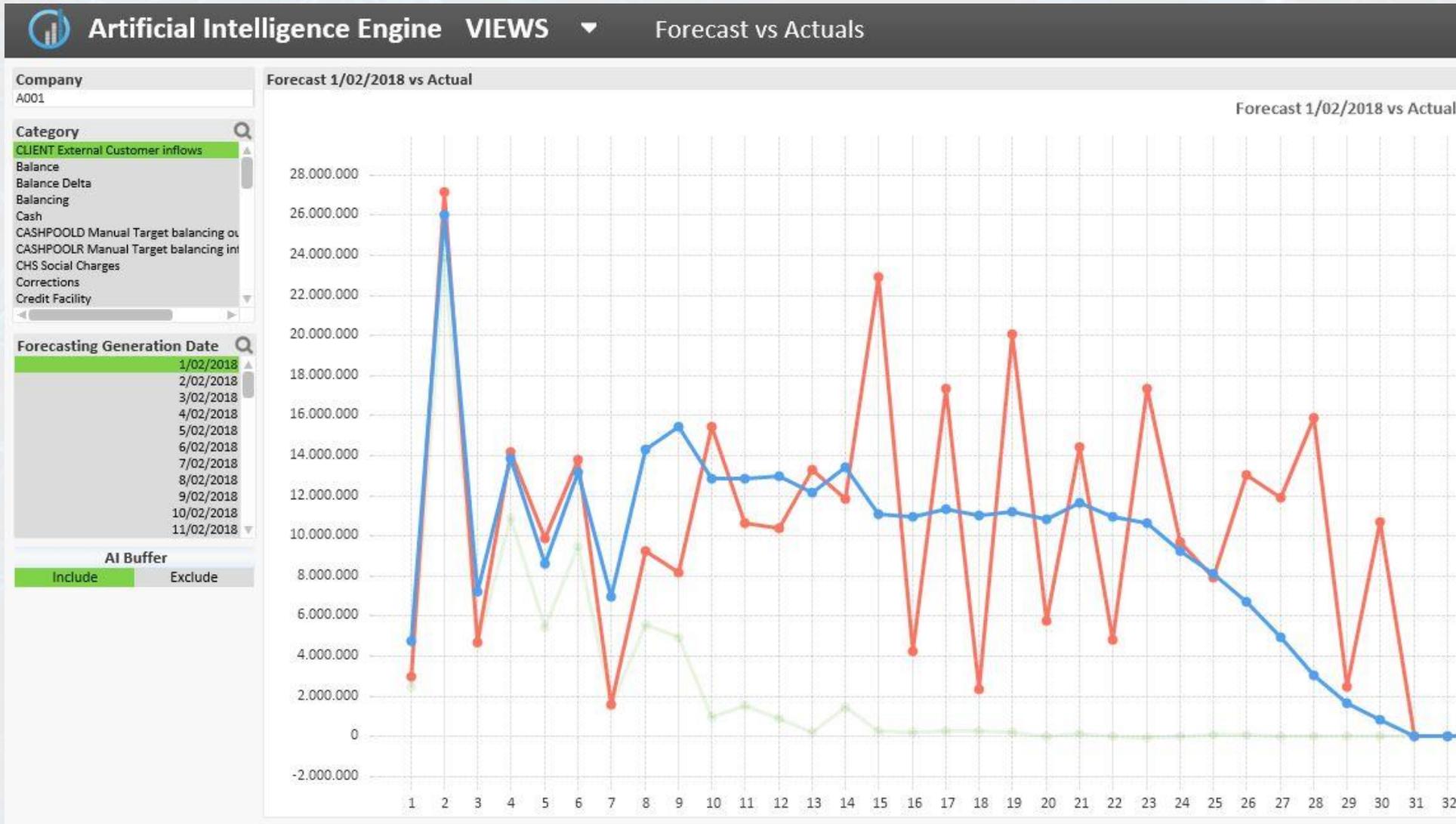
La variance est tracée par jour sur un graphique.



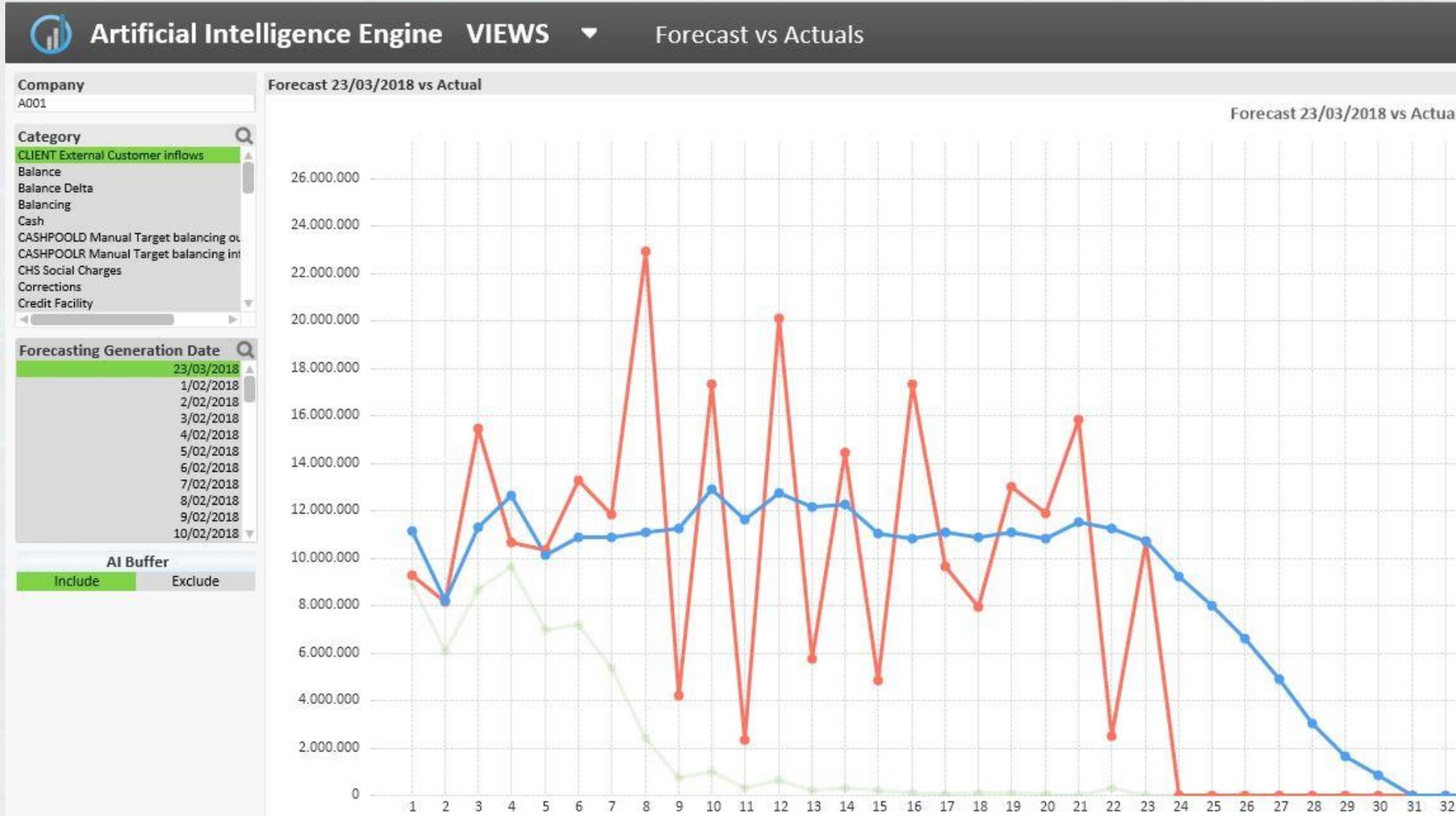
Moyens



Résultats



Résultats



Prochaines étapes

Les premiers résultats sont **prometteurs** (et déjà une amélioration vs sans IA).

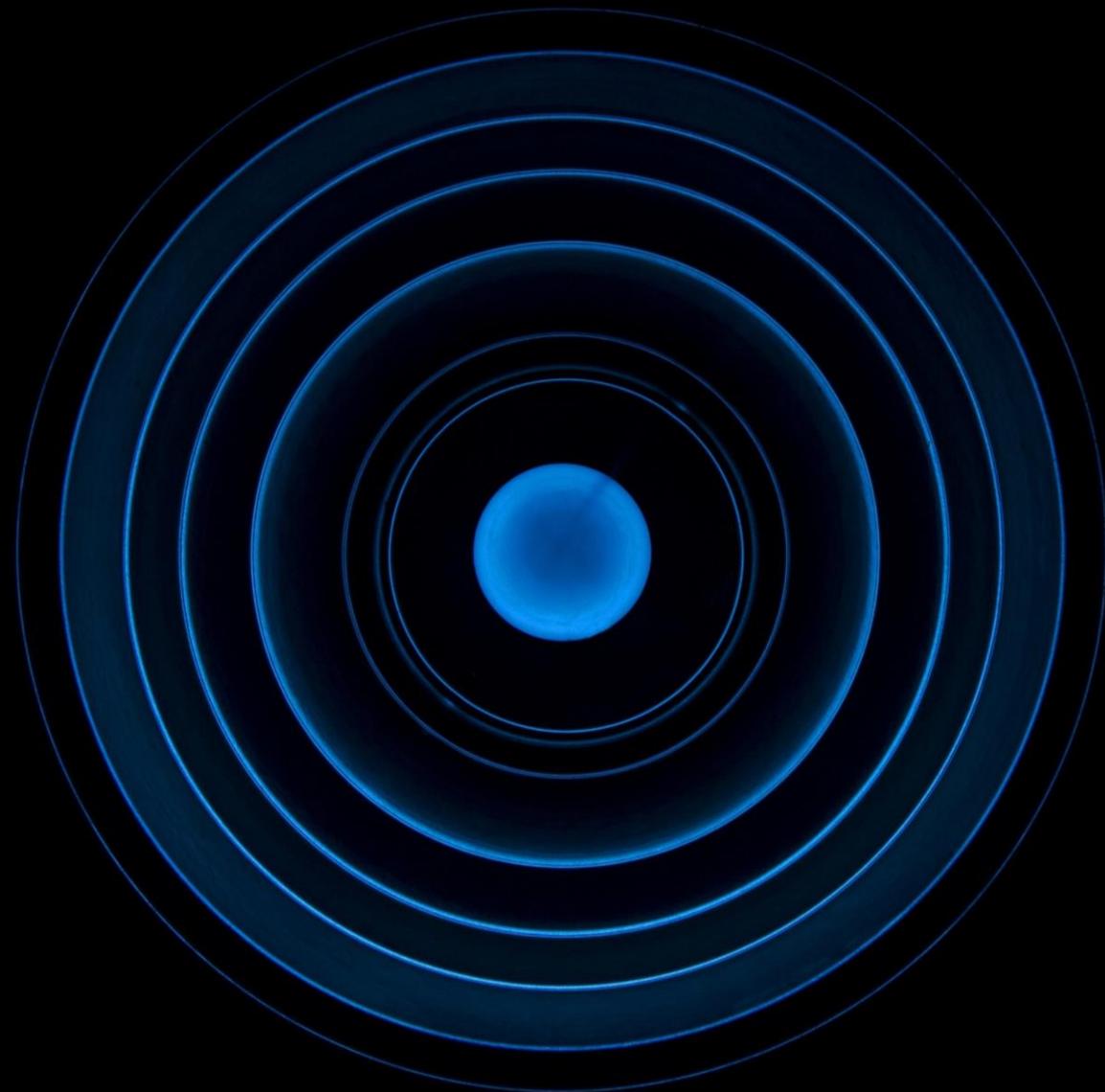
Quelques prochaines étapes sont définies:

- A. **Amélioration** de l'algorithme d'I.A.
- B. Raffinement des premiers résultats en ajoutant plus de **dimensions de reporting**
- C. Demarrage de l'analyse de la **correlation de la composante temps**



**LAVORI
IN
CORSO**

Les Journées de l'**aFTE** 2018



**MERCI POUR
VOTRE ATTENTION!**



#JAFTE2018



alteo



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EVENIUM

ConnexMe

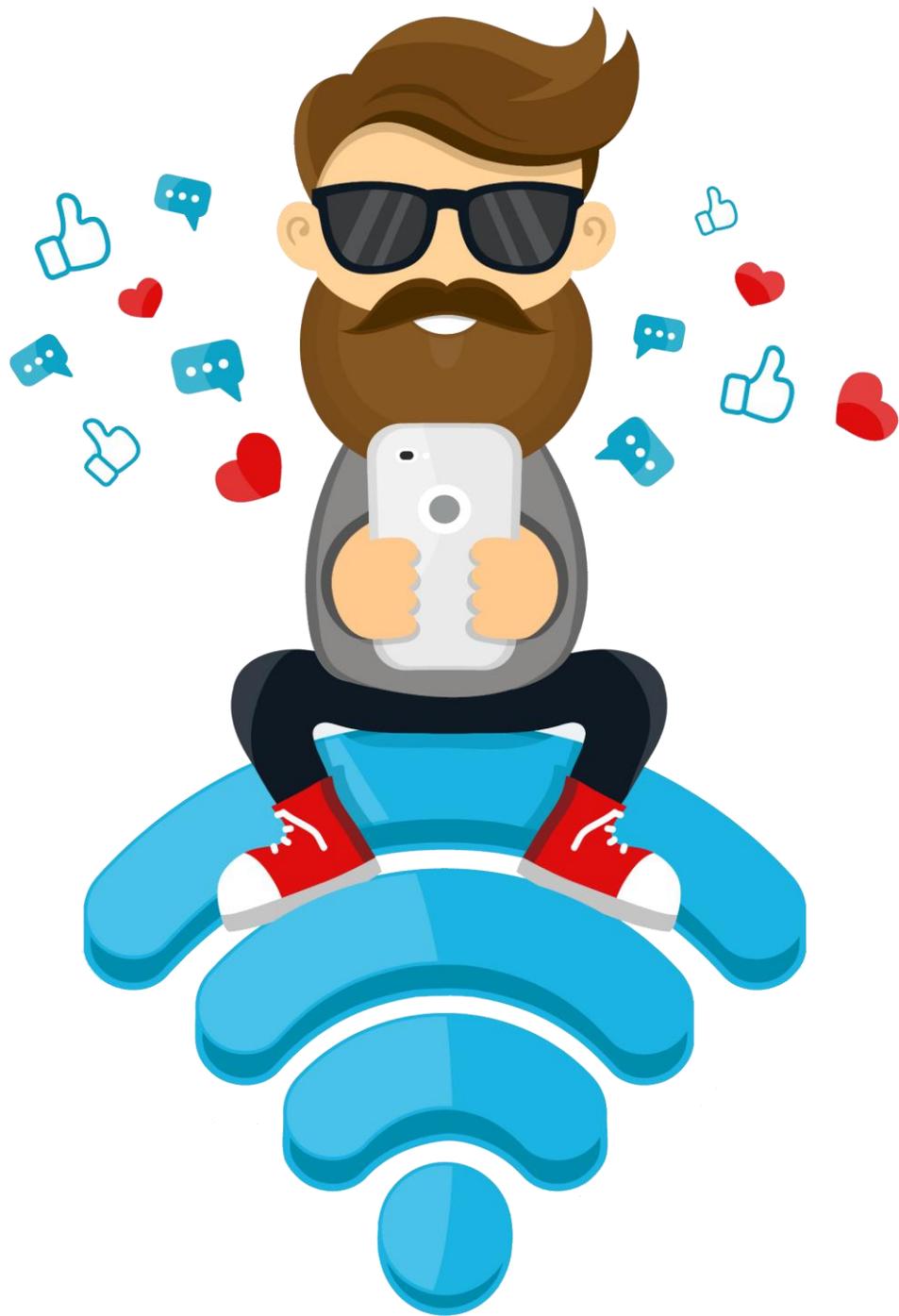
POUR POSER VOS QUESTIONS
CONNECTEZ-VOUS A L'APPLICATION
& SÉLECTIONNEZ LE NOM DE VOTRE SALLE



TÉLÉCHARGEZ L'APPLICATION
EVENIUM CONNEXME

ENTREZ VOTRE ADRESSE EMAIL
& LE CODE ÉVÈNEMENT :

AFTE2018



RÉSEAU WIFI
MOT DE PASSE :
AFTE2018