

QUICK WINS PLAYBOOK & INACTIVE STOCK LIQUIDATION GUIDE

Operational Working Capital Recovery Protocol | Target: €0.5M–€0.9M in W 4–8, Scaling to €2.0M–€3.4M

Operational Scope: Execution protocol addressing €7.41M in inactive sediment stock (>365 days) and €5.42M quarantine inventory. Governs the 4 execution levers, establishes phased cash realization horizons, and enforces double-counting safeguards between QC releases and stock liquidation.

1. Phased Cash Realization Horizons vs. Model Exposure

Algorithmic screening identified €5,491,481 in total gross inefficient exposure across 629 SKUs. To maintain boardroom credibility, execution is phased across validated cash recovery horizons:

- Phase 0 (Weeks 4–8): €500,000 – €900,000 direct cash release (Wave 1: priority quarantine clearance of lots with active hospital demand + immediate STO reallocations).
- Wave 2 (Up to 2 Quarters): +€1,500,000 – €2,500,000 additional liquidity from commercial OTC pharmacy channel campaigns and tender bundling.
- 12-Month Realistic Run-Rate: €2,000,000 – €3,400,000 sustainable Free Cash Flow liberation as replenishment freezes take full effect on the €6.64M of sediment items that maintain active underlying sales.

2. Two Critical Forensic Execution Guardrails

1. Planner 101 Operational Concentration: Exactly 59.5% (€1,123,464) of the Top 20 Quick Wins value is managed by Lead MRP Controller 101 (11 of 20 positions). Phase 0 traction requires aligning directly with Planner 101 rather than fragmenting across the entire organization.

2. Quarantine / Sediment Overlap Safeguard: Exactly 14 quarantine lots (€1,552,709) are simultaneously classified as sediment stock. Clearing them from QA generates €0 cash without confirmed demand, requiring targeted intercompany STO relocation rather than pure QC fast-tracking.

3. Granular Master Register – 20 Priority Quick Win SKUs

SKU	Product Description	Plant	Stock (€)	Cash (€)	Target SAP Tx	Horizon
70001087	desderman 500 ml (DE)	W0001	718,008 €	+ 447,483 €	ME21N	W 1–4
121418	octenisept Wound-Desinf. 50 ml	W0001	397,505 €	+ 355,056 €	VA01 / MM02	W 2–6
121505	octenisan wash lotion 500 ml	W0001	331,937 €	+ 239,937 €	QA11 / QA32	W 1–3
644000	Dosing dispenser dosit des	W0001	273,918 €	+ 202,223 €	ME21N / VA01	W 2–4
70001037	desmanol care 1000 ml	W0001	344,034 €	+ 194,554 €	ME21N	W 2–6
70003201	octenisan wash gloves INT	W0001	393,560 €	+ 194,159 €	QA11 / QA32	W 1–2
12053	Phenoxyethanol Ph.Eur. (ROH)	W0001	565,176 €	+ 175,500 €	QA11	W 1–2
10000374	Octenidine Dihydrochloride (API)	W0001	290,382 €	+ 173,288 €	QA11	W 1–3
104804	kodan tincture forte coloured 1L	W0001	258,548 €	+ 166,386 €	ME21N / VL01N	W 3–6
70000788	schülke wipes s&e; bagless	W0001	311,020 €	+ 153,254 €	VA01	W 4–8
123301	octeniderm colourless 1000 ml	W0001	284,100 €	+ 148,508 €	ME21N	W 2–4
107122	mikrozyd liquid Bulk f.AH	W0001	210,400 €	+ 125,871 €	CO02	W 1–2
70002875	mikrozyd universal wipes prem	W0001	182,500 €	+ 85,127 €	MM02 / MASS	W 1–2
70002876	mikrozyd univ wipes prem maxi	W0001	148,200 €	+ 64,577 €	MM02 / MASS	W 2–3
109302	mikrozyd AF liquid EU-A	W1090	105,513 €	+ 56,802 €	QA11 / MB1B	W 2–6
10000369	Octenidin - Helm Lebsa	W0001	62,828 €	+ 47,121 €	QA11	W 2–4
70000812	mikrozyd PAA+ wipes	W0001	58,900 €	+ 43,314 €	QA11	W 1–3
109405	AQUASEPTIC PHARMA ORANGE	W1310	41,200 €	+ 29,560 €	QA11 / MB1B	W 1–2
121401	octenisept Antisep. Kath.Hbl.	W0001	65,400 €	+ 24,343 €	MM02	W 2–4
109155	mikrozyd AF wipes Jumbo	W0001	51,800 €	+ 23,278 €	MM02	W 2–3