1. Executive Summary

This project addresses the need to protect operational liquidity by monitoring real-time discrepancies between expected and received revenue. I implemented a system that not only detects "money leaks" but also prioritizes them based on their direct impact on the company's **Weekly Burn Rate**.

2. The Problem

In high-volume commercial environments, a lack of visibility regarding overdue invoices can compromise weekly solvency. I identified that without an alert system, critical debt accounts were treated with the same urgency as minor ones, creating unnecessary risk for the net cash flow.
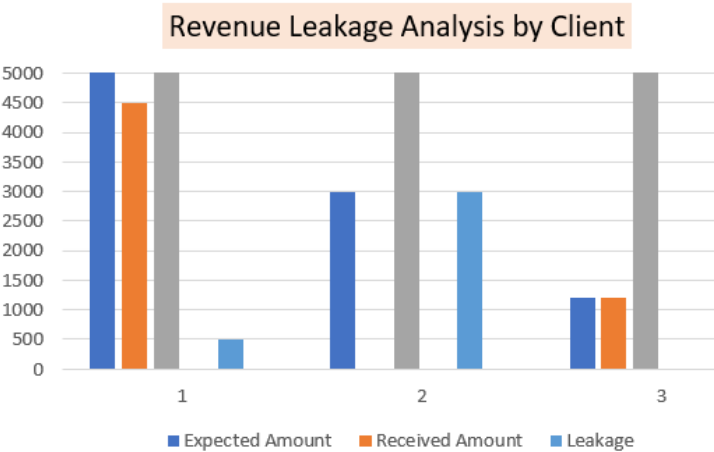
3. The Solution

	Client	Expected Amount	Received Amount	Due Date	Status	Leakage	Burn Rate
2	Tech Corp	5000	4500	1/2/2026	Partial	500	Normal
3	Global Soft	3000	0	10/2/2026	Overdue	3000	⚠ CRITICAL IMPACT
4	Innova Ltd	1200	1200	15/2/2026	Paid	0	Normal

I designed a dynamic dashboard in Excel that integrates:

- **Leakage Analysis:** Automated calculation of outstanding balances per client (Expected vs. Received).
- **Burn Rate Trigger:** A business logic that flags as **"CRITICAL IMPACT"** any debt exceeding the company's weekly operational budget (set at 2,500 in this model).
- **Visual Strategy:** Application of conditional formatting and professional charting to allow the collections team to identify priorities in less than 2 seconds.

4. Key Metrics & Results

- **Strategic Prioritization:** Identified that while Tech Corp has a minor leakage (500), **Global Soft** represents a major risk with a **3,000** outstanding balance.
- **Financial Precision:** 100% verification of consistency between daily operations and actual collected amounts.
- **Business Impact:** This model enables scaling the strategy previously used to increase average ticket value by **12%**.

Revenue Leakage Analysis by Client

5. Technical Skills Demonstrated

- **Advanced Excel:** Tables, logical formulas (IF/SI), and dynamic charting.
- **Financial Analysis:** Management of KPIs such as Cash Flow, Leakage Gap, and Burn Rate.
- **Visual Communication:** Designing executive-level reports for decision-making.