



# 10 AI tricks. 30 days. Real cash.

Quick wins your business can ship this month.

Ten AI plays in Finance, Operations and Supply Chain that you can stand up with off-the-shelf tools, no engineers, and zero new headcount. Every play is designed to pay for itself before the next billing cycle closes.

**3 areas. 10 plays. < 30 days.**



PLAY 01 · FINANCE

# Auto-collect overdue invoices.

## THE PLAY

Have an AI assistant draft personalized payment-reminder emails by aging bucket and send via your inbox.



## HOW TO SHIP

Export AR aging weekly. Use an AI writer to generate friendly / firm / final-notice variants. Schedule sends.



## CASH IMPACT

Pulling DSO down by 5-10 days on a USD 200k AR book frees ~USD 30k of working capital in 30 days.



## QUICK-WIN TAKEAWAY

If you sell on credit, this is the single fastest cash unlock in the brief.



## PLAY 02 · FINANCE

# Hunt down silent SaaS leaks.

## THE PLAY

Feed the last 3 months of bank and card statements to AI and ask it to flag recurring charges and duplicates.



## HOW TO SHIP

Use a private chat session, paste CSV, request a categorized table with renewal dates and owners.



## CASH IMPACT

SMBs typically cancel 15-25% of SaaS spend on first sweep. On USD 4k/month tooling that is USD 700+ saved monthly.



## QUICK-WIN TAKEAWAY

One afternoon of cleanup beats a quarter of cost-cutting meetings.



PLAY 03 · FINANCE

# Forecast cash 13 weeks out.

## THE PLAY

Drop your bank ledger into AI and ask for a rolling 13-week cash forecast with best / base / worst cases.



## HOW TO SHIP

Refresh weekly. Tag big inflows, payroll, taxes and rent. Ask AI to flag the first week you go below your floor.



## CASH IMPACT

Catching a cash crunch 4-6 weeks early is the difference between a financing call and an emergency loan.



## QUICK-WIN TAKEAWAY

You do not need a CFO — you need a Sunday-night 30-minute habit.



## PLAY 04 · OPERATIONS

# AI front desk for inbound email.

## THE PLAY

Route info@ and ventas@ through an AI that classifies, drafts a reply and tags the lead in your CRM.



## HOW TO SHIP

Use an inbox-native assistant. Train it on 30 past threads. Keep human approval on send for the first week.



## CASH IMPACT

Cutting first-response time from hours to minutes lifts SMB quote-to-close by 20-30% on warm leads.



## QUICK-WIN TAKEAWAY

Speed of reply is the cheapest competitive moat you can buy.



PLAY 05 · OPERATIONS

# Turn every meeting into action.

## THE PLAY

Record internal and client meetings, let AI summarize and extract owners, due dates and decisions.



## HOW TO SHIP

Enable a meeting notetaker on Google Meet or Zoom. Auto-post the action list to the team channel.



## CASH IMPACT

Recovering 3 hours per person per week of follow-up and re-explaining is real margin on services revenue.



## QUICK-WIN TAKEAWAY

Decisions only count when somebody owns them with a date.



PLAY 06 · OPERATIONS

# Quote and proposal autopilot.

## THE PLAY

Build an AI assistant that takes a short brief and outputs a branded quote, scope and timeline draft.



## HOW TO SHIP

Upload 5 winning past proposals as the style reference. Lock pricing rules. Sales edits, never starts blank.



## CASH IMPACT

Cut proposal turnaround from 2 days to 2 hours. More at-bats per week = more deals closed in the same month.



## QUICK-WIN TAKEAWAY

You do not need more leads — you need faster, sharper responses.



## PLAY 07 · OPERATIONS

# AI SOPs for repeat work.

## THE PLAY

Record yourself doing a recurring task once. Let AI write the SOP, checklist and training script for the team.



## HOW TO SHIP

Use a screen recorder plus an AI doc generator. Store SOPs in one shared drive everyone can search.



## CASH IMPACT

Onboarding a new hire goes from 4 weeks to 1. Sick days and vacations stop breaking the operation.



## QUICK-WIN TAKEAWAY

Tribal knowledge is a hidden tax — write it down once, charge nobody twice.



# Smarter reorder points.

## THE PLAY

Feed 12 months of sales by SKU to AI and ask for reorder points and safety stock by item.



## HOW TO SHIP

Export sales + lead times from your ERP / POS. Review the AI list with your buyer before pushing to the system.



## CASH IMPACT

Cutting overstock by 10% on a USD 150k inventory frees USD 15k of cash and reduces obsolescence write-offs.



## QUICK-WIN TAKEAWAY

Inventory is cash wearing a costume — count it like cash.



PLAY 09 · SUPPLY CHAIN

# Supplier price negotiations, prepped.

## THE PLAY

Before every supplier call, ask AI for market price ranges, alternative vendors and 3 negotiation angles.



## HOW TO SHIP

Paste your last invoice. Ask: benchmarks, comparable suppliers, payment-term swaps, and 2 polite scripts.



## CASH IMPACT

A 2-3% unit cost reduction on your top 10 SKUs typically pays the entire annual AI tooling bill.



## QUICK-WIN TAKEAWAY

You are not asking for a discount — you are arriving informed.



PLAY 10 · SUPPLY CHAIN

# Demand sensing from weak signals.

## THE PLAY

Have AI scan local news, weather, holidays and competitor promos weekly and flag SKUs likely to spike.



## HOW TO SHIP

Stand up a weekly research workflow. Output: top 5 SKUs to push, top 5 to throttle, with a 1-line reason each.



## CASH IMPACT

Even one avoided stockout on a hero SKU per month easily covers a USD 20/month AI subscription.



## QUICK-WIN TAKEAWAY

Small businesses do not lose to bigger ones — they lose to faster ones.



## 30-DAY PLAYBOOK

# How to roll it out.

**WEEK 1**

Pick 2 plays — one from Finance, one from Operations. Run them manually. Measure the baseline.

**WEEK 2**

Add a Supply Chain play. Templatize the prompts. Document the 3 workflows as 1-page SOPs.

**WEEK 3-4**

Hand ownership to one person per play. Review the cash impact weekly. Kill what does not pay.

**QUICK-WIN TAKEAWAY**

10 plays is the menu — not the order. Two paying plays beat ten half-done experiments.

# Stop guessing. Start cashing in.

Blending senior management experience with cutting-edge AI to deliver sustainable financial growth for small and mid-sized businesses.

## DJV Consulting

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