Runway, Burn, And Cash Visibility

How I keep cash from becoming a monthly surprise.

Context: cash work is only useful when it changes decisions before the problem becomes obvious.

The Real Problem

- Most companies have a cash spreadsheet. Fewer have a cash operating rhythm.
- The useful question is not just 'what is runway?' It is 'what changed, who owns it, and what decision do we make this week?'

How I Structure It

- Start with cash today, committed outflows, expected receipts, payroll coverage, taxes, AP pressure, financing assumptions, and minimum operating cash.
- Separate actual burn, normalized burn, one-time burn, hiring plan, vendor actions, and downside scenarios.
- Keep a weekly review short enough that leadership will actually use it.

What I Have Done Before

- Supported annual operating burn around $9.5M.
- Managed treasury visibility around $8.7M cash / $9.7M assets across fiat and digital-asset systems.
- Used weekly cash/runway work for hiring, layoffs, vendor spend, pricing, and product decisions.

What Makes This Credible

- The work is not only finance. It touches payroll, vendors, inventory, subscriptions, product usage, logistics, and leadership behavior.
- If the model does not change decisions, it is not a finance system. It is a file.

What I Can Show Privately

- Sanitized cash forecast structure, burn bridge, decision log, and dashboard examples. Raw company data stays private.

Public version: methodology and judgment only. I can walk through examples live; raw company files stay private.