

HOW A LEADING FACILITIES SERVICES PROVIDER ACHIEVED GREATER FINANCIAL VISIBILITY & STREAMLINED PLANNING THROUGH ADVANCED FINANCIAL MODELING

QUANTIFIABLE OUTCOMES



40% Error Reduction

Financial Model Automation



50% Improvement

In Data Accuracy



3+ Hours

Reduced Update Time

CLIENT

A Leading Facilities Services Provider

ROLE FILLED

Forecasting and Planning Consultant

EXPERT OPERATOR

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PROJECT OUTCOMES

Improved Financial

Developed comprehensive financial models to support long-term P&L, cash flow, and balance sheet forecasts for strategic decision-making

Automated Data Integration

Reduced external support costs and minimized manual data entry through automated financial processes

Time Management Efficiency

Significantly reduced the time required for forecasting and reporting processes

Streamlined Financial Planning

Implemented automation for key workflows, enabling the finance team to focus on strategic tasks rather than repetitive manual processes

ABOUT THE CLIENT

Industry: Facilities Services

Scope: The client is a leading provider in the facilities services industry, specializing in janitorial and maintenance solutions for commercial properties. They serve a diverse portfolio of clients, including office buildings, healthcare facilities, educational institutions, and industrial sites across multiple regions.

CLIENT'S CHALLENGES

- The client faced significant operational inefficiencies due to manual financial data management processes, which were time-consuming and increased the risk of data entry errors
- The existing financial systems were not integrated effectively, increasing the risk of inaccuracies and making it difficult for the finance team to provide timely financial insights
- The client struggled with limited visibility across their financial and operational data, as data from various internal systems were not unified
- This impacted the finance team's ability to focus on higher value-added activities such as strategic planning and analysis

PROJECT OBJECTIVES & BUSINESS NEEDS

Key Project Objectives

1. **Data Integration and Automation:** Automate the integration of financial data from internal systems into various financial models to reduce manual intervention, enhance data accuracy, and improve the timeliness of financial reporting
2. **Process Efficiency:** Streamline forecasting, budgeting, and reporting processes by implementing automated workflows, reducing the time required for financial planning activities

3. **Improved Financial Visibility:** Develop comprehensive financial models, including long-term P&L, cash flow, and balance sheet forecasts, to support strategic decision-making
4. **Adaptive Reports and Dashboards:** Create customized dashboards to facilitate easy access to key metrics and support real-time decision-making

Business Needs

- **Financial Reporting and Modeling:** Improve the efficiency of financial planning and analysis processes
- **Budgeting and Planning:** Enhance the accuracy of financial forecasting and budgeting
- **Adaptive Insights Reporting:** Enhance reporting and dashboarding capabilities

SOLUTION IMPLEMENTATION

Solution Outline

The project implemented process automation for forecasting, budgeting, variance analysis, long-term planning, and monthly reporting:

1. **Financial Workflow Automation:** This greatly reduced the need for manual intervention, minimized the risk of data errors, and improved the overall efficiency of financial operations
2. **Comprehensive Financial Models:** Development of comprehensive models for long-term financial planning including P&L, cash flow, and balance sheet forecasts
3. **DCF Model:** Built a DCF model to assess future cash flow potential and company valuation
4. **Adaptive Insights Implementation:** Improved budget reporting and executive dashboards

KEY PROJECT ELEMENTS & DELIVERABLES

Systems & Tools Used: Adaptive Insights for budgeting and forecasting, Excel for detailed financial modeling and analysis, and internal financial systems

Timeline: 3-month project while collaborating closely with client's finance and IT teams

Data Integration: Key financial data - revenue, expenses, cash flow, and balance sheet items were integrated into the Excel models, providing real-time visibility into financial performance

Key Deliverables

- A long-term financial plan with P&L, cash flow, and balance sheet projections
- An earn-out calculation model to evaluate potential acquisition scenarios
- A DCF model to assess company valuation and aid in potential future targets
- Automation for budgeting and variance analysis
- Customized dashboards in Adaptive Insights to enable easy visualization and tracking of key metrics

OUTCOMES

Milestones Achieved

- Financial models were fully automated to reduce manual intervention and improve accuracy
- Time Savings: The automation significantly improved the efficiency of the finance team, allowing them to redirect efforts towards high-value activities
- Improved Data Accuracy: Automating data reconciliation processes reduced reporting errors by 40%, ensuring more reliable and timely financial statements
- Completion of financial model development and testing, and deployment of new financial planning models

Outcome Details

- 1. Enhanced Financial Planning:** The project enhanced the finance team's ability to perform proactive financial planning and focus on strategic initiatives
- 2. Time Reduction:** Automated 3-statement financial updates and reconciliation, reducing update time by 3 hours
- 3. Accuracy Improvements:** Improved accuracy of data by 50% by sanitizing financial models and implementing best practices
- 4. Process Automation:** Implementation of automation for key workflows enabled the finance team to focus on strategic tasks rather than repetitive manual processes

KEY BENEFITS & LESSONS LEARNED



Simplicity Drives Productivity

Leveraging existing automation tools significantly simplified financial workflows, reducing the need for manual data entry and improving overall process efficiency



Data Flow Understanding

Gaining a comprehensive understanding of how financial data flows through various systems helped identify gaps and improve data management, leading to better data consistency and streamlined reporting



Adaptability is Important

Making the most out of tools such as Adaptive Insights allowed the finance team to quickly adjust processes and accommodate changes, making it easier to incorporate new data sources without heavy IT support

Project Summary

The project delivered significant improvements in financial planning and analysis through automation and enhanced modeling capabilities. By implementing comprehensive financial models and automating key processes, the client achieved better visibility into financial performance, more accurate forecasting, and improved efficiency in financial operations. This enabled the finance team to focus on strategic initiatives and provide more valuable insights for decision-making.

8020 CASE STUDY




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