

Case Study

Streamlining Finances for a Systems Integrator Company in the Middle East

Background

A Middle Eastern systems integrator company had been facing financial difficulties, including challenges in managing its cash flow, limited visibility into its financial performance, and a lack of robust reporting and financial systems.

The company was spread over six nations, and had multiple subsidiaries, various currencies, and a consolidation in reporting requirements. These factors made it especially challenging for the company to make informed business decisions and to achieve its financial goals.

Challenges

1

The company's financial obstacles were further compounded by the lack of internal resources and financial expertise.

2

The company's accounting and finance teams lacked the effective training and support required to properly manage the company's balance sheet and revenue while ensuring the accuracy of its financial reporting.

3

The company's management team were seeking a solution that would equip them with real-time visibility into the financial performance of their business, improve their cash flow management, and help them make informed and smart business decisions.



Founded: 2004

Industry: IT (Systems Integrator)

Presence: 10 countries

Employees: 150+

Solution

- Conducted an extensive and comprehensive assessment of the company's financial systems and processes.
- Developed and implemented a customized financial management solution to address the company's specific requirements and obstacles.
- Set up a unified, integrated accounting software across the subsidiaries for unified reporting.
- Established a monthly financial reporting, implemented an effective accounting software system, and put into place a full-fledged management information system (MIS) cell.
- Provided thorough training to the company's finance and accounting team on the use of the new processes and systems.

As a result of KayOne's expertise, the company was able to realize and achieve vast improvements in its financial management and reporting.

The company's management also gained clear visibility into its financial performance and was primed to make better informed business decisions based on up-to-date and accurate financial information.



Kishore Dasaka

FCA, ACMA (UK), CISA, CPA
(Aust.), CVA

+91-9884129422

kd@kayoneconsulting.com

Results



Path to Profitability

The company's subsidiaries gained a path to profitability due to actions taken to streamline their financial management.



40% Reduction

The turnaround time for MIS reports was reduced by 40%, and management received MIS reports by the 15th of the subsequent month.

“ Kishore expertly guided us through the process of streamlining our finance function, which was a critical priority for us. Thanks to his deep understanding of financial operations, we were able to identify areas for improvement and implement processes that increased efficiency and accuracy. ”



Mohammed F

CEO



Vignesh Anandarajan

B.Com, FCA

+91-9841314446

av1@kayoneconsulting.com

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