

## Case Study

### A Manufacturing Company Grows 2x by Streamlining Its Finances

#### Background

A manufacturing company had been experiencing impressive and rapid growth, but its financial systems and processes were ill-equipped to compete with the pace of their growth.

The management team struggled with difficulties accessing accurate and timely financial reports, and it felt that its financial operations were becoming increasingly disorganized and ineffective.

**Founded:** 2018

**Industry:** Manufacturing

**Revenue:** US \$30 Million

**Employees:** 300+

#### Challenges

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The quick growth of the company was putting a strain on its existing financial operations, and the management team was struggling to keep up with the demands of running a successful business.

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The management team was also facing difficulty with obtaining timely MIS reports and managing ad-hoc finance requests.

## Solution

- Helped the manufacturing company to streamline and improve its financial operations by establishing a full-fledged finance system, improving the accuracy and efficiency of its financial processes.
- Provided the management team with accurate, ongoing financial reports, giving them greater visibility into the company's financial performance and helping them to make better informed business decisions.
- Recruited an effective and efficient finance team for the manufacturing company. The team became trained and equipped with the required skills and capabilities to oversee the company's financial operations and support its potential for growth.
- Implemented future-proof finance systems that were fully equipped to support and manage the company's growth in the long term. This gave the management team peace of mind and allowed them to focus on the expansion of the business.

## Results



### 2x Revenue Growth

The company's annual revenue doubled from \$15 million to \$30 million within 12 months.



### 17% Cost Savings

By implementing cost controls as well as strong internal controls, the company was able to save 17% in costs. This resulted in a net margin increase of the same value.

KayOne played a pivotal role in assisting the manufacturing company to streamline its financial operations and capably support its rapid growth.

With the establishment of a full-fledged finance system and the recruitment and training of a finance team, the company was better equipped to improve the accuracy and efficiency of its financial operations, which ultimately helped it to increase its profitability and maintain its growth.

KayOne provided the management with accurate, clear, and timely financial reports, giving them greater insight into the company's financial performance and helping them to make more efficient, effective business decisions.



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