



AUDIENCE:

Medium to Large Company, CFO



INDUSTRY:

Industrial Services

Capturing Revenue Leakage and Reducing DSO

CASH ACCELERATION SUCCESS STORY



CLIENT PROFILE

Multi-National Industrial Services Company

OPPORTUNITY

Client had Days Sales Outstanding, “DSO”, of 62 days causing delays in cash and increasing debt.

Desired Outcome

Reduce DSO and improve cash flow to reduce debt for expansion purposes.

CUSTOM SOLUTION

Identified root causes of delays from opportunity to order, order to cash, and developed execution roadmaps to remediate the causes of delays.

A multi-disciplined team was used to develop and implement the plans including subject matter experts in operational effectiveness, process improvement, billing, accounts receivable, cash applications, payroll, and technology.



IMPACTFUL RESULTS

- Captured \$6MM in revenue leakage.
- Improved DSO by 10 days.
- Reduced non-billable overtime 25%.
- Re-billable credit memos reduced by 50%.

