

**AUDIENCE:**

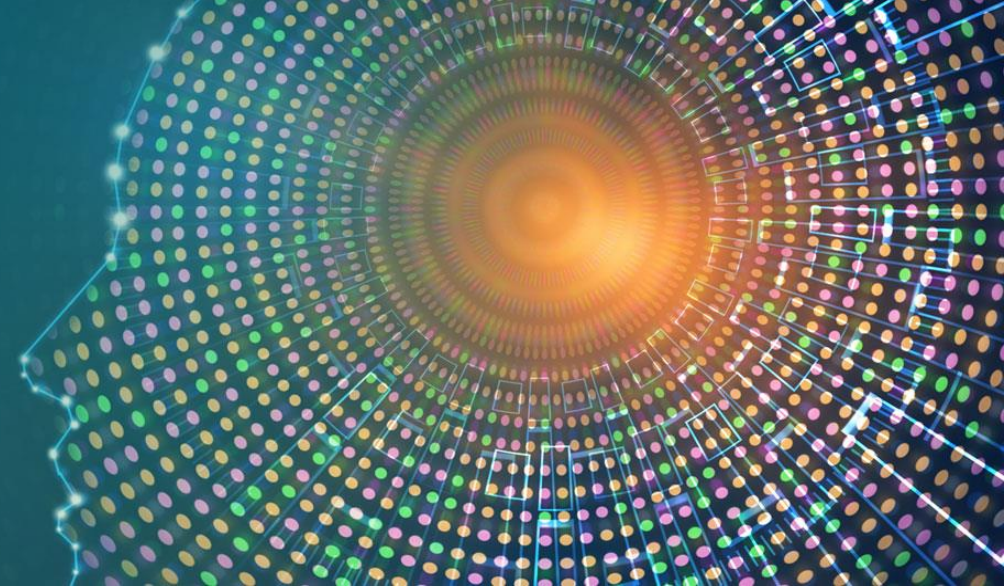
Medium to Large  
Company, CFO

**INDUSTRY:**

Waste Management

# Increasing Cash Flow and Reducing DSO

## CASH ACCELERATION SUCCESS STORY



### CLIENT PROFILE

Oil Field  
Services –  
Waste  
Management

### OPPORTUNITY

Client had Days Sales Outstanding, “DSO”, of over 110 days which was increasing each month. Needed recommendations for the Order to Cash process to enhance the collection of the receivables.

**Desired Outcome**

The CFO wanted to increase cash flow by decreasing DSO, and document the Order to Cash Process for multiple locations. The client also plans to grow through acquisitions and wanted a scalable Order to Cash process to handle the planned growth.

### CUSTOM SOLUTION

Sirius Solutions deployed a multi-disciplined team with expertise in project management, internal controls, process improvement and management reporting.

An analysis of the existing processes was performed to identify the root causes of the high DSO. Recommendations were made to standardize and improve the processes. The recommendations that provided the highest impact in the shortest amount of time were implemented by the Sirius Solutions team.

Management reports were also created to allow the Sales and Accounting organizations better insight into DSO giving them the tools needed to manage the improved process.

The Sirius Solutions team documented and trained the client’s staff on the new processes and left the client with additional recommendations to implement to further improve the process.



### IMPACTFUL RESULTS

- **In the first 90 days post project, client saw a decrease in DSO from 104 days to 85 days.**
- **Client was also able to reduce overhead in the Order to Cash process.**
- **12 week project, at a cost of \$167K.**

