



VALUE-BASED

Consulting

CUSTOM SOLUTIONS.

IMPACTFUL RESULTS.



## A CASH ACCELERATION SUCCESS STORY

### BUSINESS CHALLENGE

#### Sharp Decline In Revenue – Business Volatility

The client—an industry leading energy infrastructure solutions provider focused on engineering & construction services – had no process for identifying the root-cause for DSO underperformance. Developing near-term mitigation plans (Playbooks) for DSO and identifying cash optimization improvement opportunities had become a challenge for senior management and time was of the essence.

The client also had limited internal resources to devote to this operation as they neared year end.

Focused on Sirius Solutions’ value-based consulting approach and over two decades of expertise in cash acceleration for large corporations, the client elected Sirius Solutions to speed up their cash flow initiatives.

### CUSTOM SOLUTION

The Sirius Solutions’ Financial Operations Practice team identified five workstreams with the greatest opportunities for efficiency gains. Our innovative proprietary approach, combined with our specialized industry expertise, enabled us to develop a process in which we achieved swift and precise actionable data.

By identifying the route cause of decrease in revenue, we were able to recommend efficiencies in Commercial, Operational, Billing, Collections, and DSO Performance Review workstreams to remediate the issues quickly.

Sirius Solutions’ Financial Operations Practice team also left behind the tools the client needed in order to realize additional month-to-month DSO improvement.

### IMPACTFUL RESULTS

#### Cash Optimization & DSO Improvement

- Immediate 19% improvement in DSO of 20 days
- Developed a playbook for improvement in Revenue and Net Working Capital
- 10x ROI

To learn more, check out additional resources:

#### SUCCESS STORIES

[Cost Reduction For Large, Public, Oil & Gas Corporation](#)

[M&A Scale & Integration for Large, Public Utilities Corporation](#)

#### ARTICLES

[Cash Acceleration: Order To Cash](#)

[Accelerating Cost Reduction](#)

[Recovery & Restructuring](#)

## OUR CASH ACCELERATION SOLUTION

Ideal for clients who are experiencing commercial and operating issues slowing or reducing cash flow. Or for those that need help with customer short pays/deductions, long dated DSO's, high cost of collections, or delayed billing.

**We help you speed up cash flow by automating and improving workflows, plus harnessing customer intelligence and behavioral data for:**

- Real-time cash flow reporting
- Improved speed and accuracy
- Reduced operating costs for order-to-cash
- Automated workflows and improved systems
- Reduced customer credit risk

### CONTACT US

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**SIRIUS SOLUTIONS IS A PROFESSIONAL SERVICES FIRM FOCUSED ON IMPROVING THE OPERATION AND FINANCIAL PERFORMANCE OF ITS CLIENTS.**

As former industry senior executives and trained professionals, our teams are performance-focused and understand the complexities, nature and timing of our clients' unique business challenges.

We tailor each team to our client's specific business situation, ensuring that all skills required are provided so that clients realize the outcome and economic impact they want.



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