



VALUE-BASED

Consulting

CUSTOM SOLUTIONS.

IMPACTFUL RESULTS.



A COST REDUCTION SUCCESS STORY

BUSINESS CHALLENGE

Impact of commodity price on revenue – Business Volatility

The client—a large, publicly traded master limited partnership that owns and operates midstream assets – was worried about the impact that the drop in commodity price was having on declining revenue. They needed a process for identifying cash leakage and reducing \$10M in cost within 60 days. Additionally, decreasing cost at an additional \$10M on a run rate basis within 90 days was necessary. Time was not on their side and identifying cash optimization improvement opportunities had become a challenge for senior management.

The client also had limited internal resources to devote to this operation due to the low commodity price.

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

CUSTOM SOLUTION

The Sirius Solutions’ Financial Operations Practice team developed a program that adjusted fixed costs and third party spend, and implemented a flash report system for cost control securing the financial results required to improve the client’s business outcome. Our innovative proprietary approach, combined with our specialized industry expertise in technology, business operations, supply chain, internal controls and financial reporting, enabled us to develop a process in which we achieved swift results.

By identifying the route causes of cash leakage, we were able to implement cost control processes and quickly obtain the cost savings required by the business.

IMPACTFUL RESULTS

Cost Reduction and Identification of Cash Leakage

- Immediate delivery of 170% of cost reduction goal set in current year.
- Overall delivery of 190% cost reduction target.
- 10x ROI

To learn more, check out additional resources:

SUCCESS STORIES

[Cash Acceleration For Large, Public, Energy Infrastructure Solutions Provider](#)

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

ARTICLES

[Cash Acceleration: Order To Cash](#)

[Accelerating Cost Reduction](#)

[Recovery & Restructuring](#)

OUR COST REDUCTION SOLUTION

Ideal for clients who are facing obstacles in their cost reduction efforts and need tangible improvement of the economic performance of their business.

We will help you gain efficiency and reduce costs by:

- Understanding and organizing your employee and vendor costs data into useable analysis tied directly to how the business is operating.
- Identifying the source of spend in order to actually affect the decisions driven by human behavior.
- Extract cash flow information on a real-time electronic basis as it is getting processed.

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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