



VALUE-BASED

Consulting

CUSTOM SOLUTIONS.

IMPACTFUL RESULTS.



## A CASH ACCELERATION SUCCESS STORY

### BUSINESS CHALLENGE

#### Sharp Decline In Revenue – Business Volatility

Our 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.

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

Focused on Sirius Solutions’ partnership with HighRadius and value-based consulting approach, plus 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 and HighRadius partnership, 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](#)

## TRANSFORM CREDIT SOLUTIONS TO ACCELERATE CASH

With our Value-Based solution design approach, we have combined our extensive consulting experience and industry knowledge with HighRadius' superior product to improve Order-to-Cash and financial performance of our client's business, resulting in lower costs and increased profitability:

- Evaluate HighRadius Modules to Benefit Your Organization
- Provide an Implementation Readiness Assessment
- Lead Project Management
- Train End Users
- Change Management in Policy, Process and Platform

### HOW WE DO IT

The goal of implementing Integrated Receivables is to reduce DSO, reduce bad debt, and resolve disputes faster while improving the efficiency and accuracy of cash application, billing, and payment processing.

Our experienced experts have a proven track record in these areas as well as in reducing client risk during system implementation, ensuring a better client experience with their real-world know-how and awareness to deal with any challenges that may arise.

**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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