



BUSINESS STORIES

CONSTRUCTION

AT A GLANCE

CHALLENGE

- Complex high volume, paper-based sole client
- Poor cash management
- Remote Head Office support
- Complex issues between key parties

BENEFIT

- Uncovered root issues in governance, process and dirty data failures
- Stopped cash haemorrhaging

CHALLENGE

A unit of a large privately-owned construction firm had been on a decade-long David and Goliath struggle to be profitable. They were haemorrhaging cash and three key parties weren't helping matters by leaving deep, complex issues between them unaddressed for years.

SOLUTION

- ✓ Took a 'War Room' approach to expose the root causes of the issues in the unit and between the parties, triggering a three-way business transformation.
- ✓ Together with the client we implemented new controls to prevent cash haemorrhaging that was hindering profitability.
- ✓ Implemented an end-to-end order-to-cash digital transformation.

BENEFIT

ENHANCED CAPABILITY

With proper processes and controls in place, this created an enhanced capability framework for managing contracts that would benefit the client immediately and in the future.

PAVED WAY FOR EXPANSION

With a robust platform aided by digital transformation, this paved the way for future expansion.

RESULT

With issues between parties resolved, digital transformation and new controls, the unit was able to better manage its contracts and keep control of its cash.

After implementing these changes, the unit broke even in 9 months.



"Simon did a piece of work for us helping to transform a business unit that was in difficulties.

This was a challenging assignment, but at the end of Simon's involvement the business unit was in demonstrably better shape, client relations and financials were improving and we had a sustainable platform for the future."

NICK

Group CFO