

Success Stories – Sales Organization

Overview

With a drop in sales volume the company needed to shed some overhead costs. Initially they cut the accounting staff hours. This resulted in a severe decline in efficiency and in the quality and timeliness of the still necessary financial information. Delays resulted in filing tax returns and added outside accounting costs. The company was also not utilizing its accounting software to the fullest extent.

Solution

BIK was engaged to provide part-time Controller services. We came in and provided the necessary analysis for a proper year end close. We worked with existing staff to develop efficiencies in the monthly close process. BIK developed reports to generate the financial statements directly from the company's accounting system eliminating errors from the previous excel method.

Client Benefits

The company now receives timely and accurate financial data. BIK also provided a different look at how data was presented making it easier for management to understand its results. We are also part of the management team continuing to make recommendations for improving the operations of the business. We saved this client in excess of \$125,000 annually by replacing their full-time CFO with our part-time Controller | CFO services.

If you have any questions, please contact, Tony Battaglia, Director of Controller|CFO services, at 847.281.3209.

