

CASE STUDY: HOW A GROWING CONSULTING FIRM TRANSFORMED ITS FINANCE FUNCTION

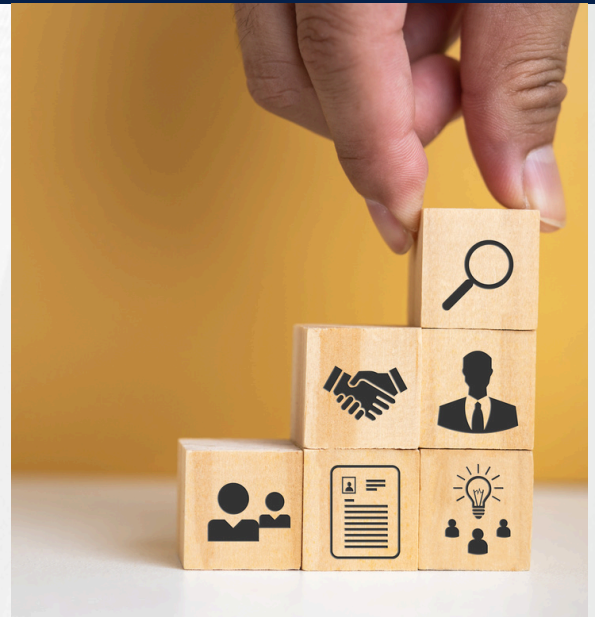
A rapidly growing human resources consulting firm was struggling to keep up with the financial demands of its expanding client base and service complexity. Without structured financials, clear cost tracking, or reliable cash flow visibility, the company lacked the insights to make informed strategic decisions. Quantum stepped in to build a scalable financial infrastructure and deliver real-time visibility.

CHALLENGES FACED

- The client had no structured chart of accounts or financial statements, limiting financial visibility.
- Payroll costs were not properly aligned with service delivery, obscuring true profit margins.
- Critical finance processes (AP, employee expenses) were undocumented and inconsistent.
- There was no budget vs. actual tracking, hindering performance analysis.
- Cash flow forecasting was limited to 1-2 weeks, making cash management reactive.
- Financial systems and reporting were not scalable with the company's growth.

OUR APPROACH

- Quantum built a structured chart of accounts and formal financial reporting framework.
- We documented key processes to standardize AP and expense management.
- Quantum introduced cash flow forecasting for long-range planning.
- Improved reporting was implemented to automate reporting and create dashboards.
- Ongoing advisory support was delivered to align finance with strategic growth goals.
- Automated data consolidation and reporting was put in place to streamline the reporting process.



IMPACT & RESULTS:



Cash Flow Forecasting:

Cash flow forecasting extended from 2 weeks to 3 months.



Profitability Insight:

100% of service lines now have detailed profitability analysis.



Informed Leadership:

Leadership gained clear visibility into margins, enabling data-driven decisions.



Standardized Processes:

Provided data-driven insights to improve financial oversight.



Scalability Readiness:

Positioned for continued scalability with real-time financial insight.