

# FINANCIAL ADVISORY

Publicly Traded Government Contractor



## CASE STUDY

## ENGAGEMENT OVERVIEW

A large publicly traded government services organization needed financial planning and analysis support within its IT function following a key internal promotion that left a critical vacancy. The department struggled with limited financial visibility and accountability due to high turnover, fragmented data across multiple ERP systems, and a lack of institutional knowledge.

Alliance was engaged to rebuild the financial reporting foundation from the ground up, restoring transparency, standardizing the forecasting and budgeting process, and enabling leadership to make informed, data-driven decisions. At the same time, the organization faced competing priorities: reduce spending while also investing in system modernization and ERP integration. The environment required a strategic, empathetic, and analytical approach to balance fiscal discipline with operational progress.

## ALLIANCE SOLUTION

Alliance provided hands-on FP&A leadership through:

01

### Financial Infrastructure

Built a vendor-level forecasting and budgeting model for an \$80M+ IT function, creating full visibility into cost drivers.

02

### Cross-system Integration

Consolidated financial data from three ERP systems into a single reporting tool, improving data accuracy and accessibility.

03

### Strategic Cost Management

Identified cost reduction opportunities and supported vendor renegotiations to fund critical infrastructure initiatives.

04

### Executive Level Reporting

Delivered reporting and presentations that enabled leadership to understand tradeoffs, track savings, and plan future investments.

## CLIENT OUTCOMES

- Achieved \$8M in cost savings through vendor consolidation and contract renegotiation.
- Provided the client with accurate, timely, and centralized financial reporting.
- IT budget leaders can now make more informed decisions and improve forecasting accuracy across the department.