

ACCOUNTING ADVISORY

Industrial Technology & Software
Solutions Company



ENGAGEMENT OVERVIEW

Following its acquisition by a private equity firm, the client sought to improve financial visibility and gain a clearer understanding of the company's cash flow profile. The business experienced significant seasonality in billings and collections, creating periodic cash shortages and uncertainty around future liquidity needs. Leadership lacked a reliable forecasting process and had limited visibility into when the company may need to draw on its available line of credit.

Alliance was engaged to design and implement a repeatable cash flow forecasting solution that would provide leadership with greater transparency into historical and projected cash performance. In addition, Alliance was brought in to improve accounts receivable visibility and support collection efforts, helping the organization better understand cash conversion, optimize working capital management, and make more informed financial decisions.

[alliance]

ALLIANCE SOLUTION

Alliance partnered closely with finance leadership to provide:

01

Cash Flow Forecasting & Modeling

Designed and implemented a dynamic 13-week cash flow model with adjustable assumptions for short-term liquidity forecasting.

02

Financial Planning & Analysis

Integrated the forecasting model into Power BI to deliver real-time visibility into historical performance, projected cash flows, and forecast-to-actual variances.

03

Cross-functional Collaboration

Partnered with stakeholders to incorporate business-specific insights and develop meaningful forecasting assumptions.

04

Knowledge Transfer & Sustainability

Created documentation and trained an employee to manage and maintain the model, ensuring long-term adoption and continuity.

CLIENT OUTCOMES

- Enabled leadership to proactively identify potential cash shortfalls and make informed decisions regarding line of credit utilization.
- Provided leadership with actionable forecasting capabilities that greatly reduced the time to adjust cash flow projections.
- Delivered a repeatable forecasting and reporting solution, supported by documentation and end-user training.