

CFO Strategy – Optimizing the Finance Organization

Our client's new corporate strategy created significant growth and business challenges, requiring a transformation in the Finance organization. Acquis partnered with the CFO to target specific high impact areas.

Challenge

A mid-market healthcare company was preparing for significant growth and complex business changes after adopting an acquisition-focused strategy. The Finance organization needed to maintain its **focus on routine operations**, but also determine how best to **integrate new businesses** and **transform the organization** to handle new operations and complexity.

The client was faced with:

- New and unfamiliar lines of business.
- Complex organizational structures and alignment.
- A global expansion amplifying complexities.
- Overlapping and competing technologies.
- Cost synergy commitments to “the street”.

Collaborative Approach

Acquis **collaborated with the CFO's organization** to assist with several strategic priorities, focused around providing a **scalable** and **sustainable platform for continued growth**. For each initiative, Acquis facilitated the progress and overall direction of cross-functional teams comprised of members from newly acquired business entities and functional departments.

Acquis assisted with realizing the following strategic objectives:

- Developing the means to effectively **scale the organization** without adding significant cost.
- Building the **operational flexibility** to service new lines of business.
- Initiating a cultural shift and establish a competency in **cost management**.
- **Aligning the technology and tools** to support the new operational and cultural objectives of the Finance department.

Drive Change

- **Established a Procurement organization**, realizing 12% savings and a 25% increase of spend under management in year one.
- **Developed a cost conscious** culture within the organization.
- **Launched a new Finance shared services** department and capability to accommodate Accounts Payable and Accounts Receivable for the various business entities.
- Evaluated technological capabilities and business requirements to develop a common **Finance enterprise architecture** along with a prioritized IT roadmap.
- Fostered a culture of **cross-functional teaming** and **information sharing** among the new businesses.

About Acquis

Acquis is a consulting firm specializing in strategy and implementation. We help ambitious organizations solve business challenges that enable sustainable growth and healthy efficiency. We do this by not just designing strategies but also putting them to work.

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