

CFO finds fast and flexible solution with repeatable processes to easily handle acquisitions



Case Study

The Situation

PE-backed SaaS company generating \$48M in revenue with 300 employees quickly outgrew finance and accounting systems after three acquisitions. The goal was to have one streamlined process to quickly onboard and manage all entities.

- ◆ Finance function was stretched after initial acquisitions
- ◆ Internal processes could not scale as the company grew
- ◆ No holistic visibility into all entities
- ◆ CFO was buried with time-consuming daily financial operations

The Consero Solution

Consero Finance as a Service (FaaS) provides:

- ◆ Efficient finance & accounting software and workflows that include one GL for all entities with multidimensional views
- ◆ Experienced and on-demand finance team to address fluctuating needs
- ◆ Accurate, timely audit-ready financial reporting
- ◆ Consistent and reliable back-office services including, transaction processing, closing and reporting, to scale as needed

The Client's Results:

43% cost savings compared to building internally

On-Demand Finance Team: Skilled finance professionals tackle the back-office transactional work & can scale as the company grows.

New Systems: Updated with best-in-breed systems and proven processes mapped to the business within 30-90 days improves the quality, efficiency, and cost structure of financial operations.

Accurate and Real-Time Business Insight: SIMPL's standardized and accurate financial reporting provides a clear financial picture of all entities and enables sharp decision making.

Repeatable Results: An acquisition-ready finance function that can easily onboard and manage new acquisitions onto one General Ledger.

Time for Strategy: CFO went from spending 5% of his time on strategy to 95% so he could focus on acquisitions and value-add initiatives.

Right Networks®

Mike Dionne, CFO,
discusses Consero's
impact on their
business.

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"The relationship with Consero has allowed me to move quickly with our private equity investors and evaluate potential acquisitions.

If we were to swiftly execute on an opportunity, I'm confident that they would fold it in quickly and seamlessly."

- Mike Dionne
CFO

Right Networks®

VALUE PROPOSITION

Conseco Finance as a Service (FaaS) | Pricing Comparison

Software and services that support your daily business operations, allow you to understand company performance at-a-glance, and strategically grow your business

COST

	IN-HOUSE (Current)	CONSERO
Assistant Controller	\$115,200	Included
Accountant	\$98,400	Included
Staff Accountant	\$78,800	Included
Technology (GL, AP, T&E, Workforce Automation, etc.)	\$40,000	Included
Tech Implementation	\$60,000	\$50,000
Business Process Consulting(XC)	\$30,000	\$20,000
Year 1 Cost Summary	\$421,600	\$240,530



Assumptions:

Assistant Controller	\$96k plus 20% burden
Accountant	\$82K plus 20% burden
Staff Accountant	\$65K plus 20% burden

IMPACT

	IN-HOUSE (Current)	CONSERO
Clean, timely, consolidated financials	No	Yes
Centralized senior finance & accounting function	No	Yes
Intacct Expertise	No	Yes
Scalable platform for growth / acquisitions	No	Yes
Time to Optimization	12 -18 mos	60 days
Cloud-based dashboard (Consero SIMPL)	No	Yes
Business Continuity	Less	More