

# FaaS Solution Saves Healthcare Tech Provider **44-59% on Finance Function**

Consero's Finance as a Service (FaaS) model enabled 40-60% reduction on F&A spending over two years, greater operational efficiency, stronger audit readiness, and a scalable finance platform in under 90 days.

## Consero Impact

**\$342,000 → \$432,000**

Saved on Finance and Accounting over two years, representing a **44-59% reduction** in annualized spend



**90-day**

Implementation including automated billing, GAAP-compliant revenue recognition, and board-ready SaaS KPIs



**Future-proof**

Finance platform to support imminent acquisitions and SaaS business growth



**Freed CEO**

From tactical accounting to focus on sales and strategy



## Company Background

The business provides Electronic Health Record (EHR), Enterprise Resource Planning (ERP), Data Exchange, and Revenue Cycle Management software to acute care and long-term care providers in the healthcare industry.

Profile	
Industry	Healthcare Technology
Annual Revenue	\$23 Million
Employees	100+
Entities	4
Ownership	Investor-backed
Growth Strategy	Acquisitions + Organic Growth

## Challenge: Finance Function Holding Back Growth

As an investor-backed company with ambitious growth plans, the company faced multiple finance and accounting challenges that constrained their ability to scale efficiently:

### 1 Leadership Bandwidth Issues

- CEO deeply involved in day-to-day accounting tasks
- Limited time for strategic initiatives, sales leadership, and acquisitions

### 3 Manual Processes & Technical Debt

- ERP configured for parent company, not optimized for the business
- Excel-heavy billing & revenue recognition processes
- High risk of errors and compliance issues

### 2 Inadequate Reporting & KPIs

- Delayed management reports
- Difficulty tracking critical SaaS metrics (ARR, churn, backlog)
- Missing investor-grade financial analysis

### 4 Resource Constraints

- Lean accounting team with limited bandwidth
- Slow month-end close
- Challenges with GAAP-compliant revenue recognition

With multiple acquisitions on the horizon, the business needed a comprehensive finance solution that could scale quickly and provide investor-grade reporting.

## Solution: 90-Day Finance Transformation

The company partnered with Consero for a comprehensive Finance as a Service (FaaS) solution that transformed their finance function in just 90 days.

### Consero's Approach:

#### Technology Modernization



- Reconfigured ERP aligned to SaaS revenue recognition
- Implemented AP automation for efficient invoice processing
- Developed CRM integration roadmap
- Deployed SIMPL dashboard for real-time financial visibility

#### Process Standardization



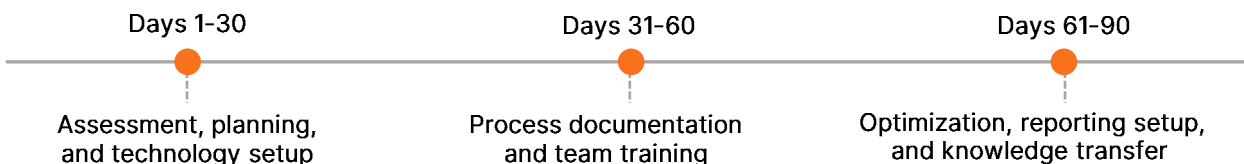
- Documented clear policies for revenue recognition
- Established expense approval workflows
- Created month-end close checklists
- Implemented audit-ready documentation standards

#### Expert Finance Team



- Fractional Controller and Staff Accountants
- VP of Finance oversight
- Advanced revenue recognition expertise
- SaaS metrics tracking capabilities

### Implementation Timeline



## Results: Finance Function Primed for Growth

The business saw immediate and significant improvements across their finance function:



### Financial Impact

- **\$340,000 - \$432,000** saved on F&A over two years
- **44-59% reduction** in annualized finance spend
- **90-day** implementation timeline achieved



### Operational Improvements

- **Accelerated close** from undefined timeline to Business Day 10
- **GAAP-compliant** revenue recognition process
- **Board-ready SaaS KPIs** and investor-grade reporting



### Strategic Advantages

- **Freed CEO** from tactical accounting to focus on sales and strategy
- **Future-proof finance platform** to support acquisitions
- **Scalable solution** that grows with the business

## System & Technology Transformation

Before	After
✗ Misaligned ERP configuration for parent company's business model	✓ Reconfigured ERP environment
✗ Manual billing via excel	✓ Automated subscription billing and revenue recognition
✗ Limited CRM Integration	✓ Standardized approach to CRM/ERP integration roadmap
✗ Paper/ Email-based AP approvals	✓ Automated AP workflows enabling quick invoice processing

## Process Improvements

Before	After
✗ Excel-heavy revenue recognition with risk of errors	✓ GAAP-compliant, automated revenue deferrals and schedules
✗ CEO personally managing daily accounting tasks	✓ CEO now focusing on M&A strategy and sales acceleration
✗ Delayed board reporting, frequently past investor deadlines	✓ Timely, accurate close (BD 10) with SaaS KPI dashboard

## Long-Term Success

With their transformed finance function, the business has:

1

Confidently pursued their plan of acquiring one business per year

2

Enhanced audit readiness and due diligence processes

3

Expanded to Consero's FP&A and Reporting function with Planful integration

4

Achieved a more predictable cost structure and operational scalability



## About Consero Global

Consero disrupts the way companies set up and scale their finance departments. The Finance as a Service (FaaS) model combines cutting-edge technology, processes, and people in a fully-managed solution to deliver precise financial visibility and improved operational scalability, plus a lower and more predictable cost structure.

For companies facing similar challenges with revenue recognition, manual processes, or investor expectations, Consero's Finance as a Service model offers a proven path to rapid transformation and long-term finance excellence.

[Request a consultation at conseroglobal.com](https://conseroglobal.com)