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

2 Inadequate Reporting & KPIs

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

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

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 r ecognition expertise
- SaaS metrics tracking capabilities

Implementation Timeline

Days 1-30	Days 31-60	Days 61-90
Assessment, planning, and technology setup	Process documentation and team training	Optimization, reporting setup, and knowledge transfer

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 appovals	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](conseroglobal.com)

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