CASE STUDY

Sagacity
Part of Accenture Song

New Billing System Implementation

Client
Global Media Company

Consulting

Client Problem & Impact

Our global media client operated in 14 countries, trading in multiple language and currencies using different operational processes and contracting on different terms with ad-hoc global oversight for deal structuring.

Added complexities included UK operations trading in GBP but reporting in USD as well as the different tax regimes for the different countries.

To drive operational efficiency and deliver increased consistency and financial control, the centralisation of finance activities and a unified billing system was required.



Review of Practices



Ways of Working



Implementation

How Did Sagacity Help?

Using our comprehensive consultancy expertise, we initially reviewed the client's operating practices across the various countries to capture their requirements for a centralised billing platform and understand their ways of working to define an end-to-end global solution.

We managed the implementation of a new billing system (SAP) within the operating companies and the centralised function from business requirements, through to testing and integration including re-designing and delivering enhanced financial reporting and invoicing templates for the new billing system.

In parallel to the technical implementation, we re-defined the ways of working at a country level and centrally in order to ensure adoption and compliance.

Outcome & Business Benefits

20% improvement in productivity

The client benefitted from an end to end billing system implementation in less than 12 months, a 20% improvement in productivity and a 90% manual processes replaced at go live.

In addition, a centralised finance operations function was set up encompassing different countries, tax laws and multiple currencies all aligned on one billing system.

This enabled them to achieve greater financial control, increase consistency across the operating companies within the global organisation and improved financial reporting.

- **enquiries@sagacitysolutions.co.uk**
- **sagacitysolutions.co.uk**