

DISCOVERING CASH IS KING BUT FORECAST IS SUPREME

Summit streamlined financial business process with forecasting.

*Stage of Partnership at time of Win:
Efficiency Implementations*

- The Summit team has help adjust their books to accrual basis in in providing them with the a better forecast.
- They had a forecast when they came to Summit, but they didn't even realize that they were doing poorly because everything was sitting in a customer deposit, so they didn't feel the cash impact of what was going on in their business.
- By Summit providing a lot of visibility, they've made strong changes to their business, such as increasing their bill rate.
- They're navigating that four-day work week and understanding how many hours people must work to be able to make it work.



Industry: Digital

No. of Employees: 21-30

PY Annual Revenue: \$5M

Client Pays: \$83,460

Service: Controller

- Controller with Taxes-
Simple Financial Statement

BENEFITS TO THE IMPLEMENTATION/SOLUTION

The client now understands their project scope and staying within it to be successful.