

OTHERS

EFFICIENT AND RELIABLE PLANNING & REPORTING

- implementation
- management
- continuous improvement

ORGANISATION

Global Engineering PLC - €40b, 100kFTEs
MENA - €400m revenue, 2500 FTEs,

SCOPE

- regain control over the month closing process:
 - book closing
 - reporting
 - planning (budgeting and forecasting)

FINDINGS

- permanent delays in the closing of the books in the region
- poor data quality
- rare and non-precise forecasting
- lack of BCF planning
- lack of process standardization
- operational departments not using the existing reports

CHALLENGES

- 8 Legal Entities in different countries
- Resistance for change
- Time constraints
- difficulty in data gathering from existing systems (dispersed data)
- Finance staff tired and demotivated after many implementations
- complicated and not coherent processes in each country

ACTIONS

- Reporting Objectives Definition
- Templates Standardization
- Automating Data collection
- Technology Integration
- Data Validation and Cleansing
- Streamlining Data Entry
- Cross Functional Collaboration
- Workflows (for review and approval)
- Training and Documentation
- Strict reporting calendar execution
- Monthly Forecasting implementation
- Feedback/Continuous improvement



GEOGRAPHY

Middle East and North Africa - MENA:
UAE, SAUDI ARABIA, QATAR, KUWAIT
EGYPT, BAHRAIN, JORDAN, TUNESIA

DELIVERABLES

1. month-closing delay reduced to 0 days
(before it used to be around 5 days of delays)
2. New internal reporting packages
helping operational departments better control their areas
3. monthly forecasting P&L and BCF
- 4 shorter and more precise budgeting
5. Forecasting precision improvement
6. Standardized KPIs measuring

EXPERTISE applied



Finance & accounting

- Strategic Fin. Planning, Execution
- Budgets/Forecasts/Actual P&L/BCF
- FP&A, Statutory, Group Reporting
- Financial and reporting discipline

Change management

- addressing staff concerns,
- facilitating cultural alignment
- operational processes streamlining

Project management

- proper process planning
- roadmaps preparation and execution
- efficient resources allocation

Digital transformation

- BI/Data Mgmt., SAP, CRM & ERP