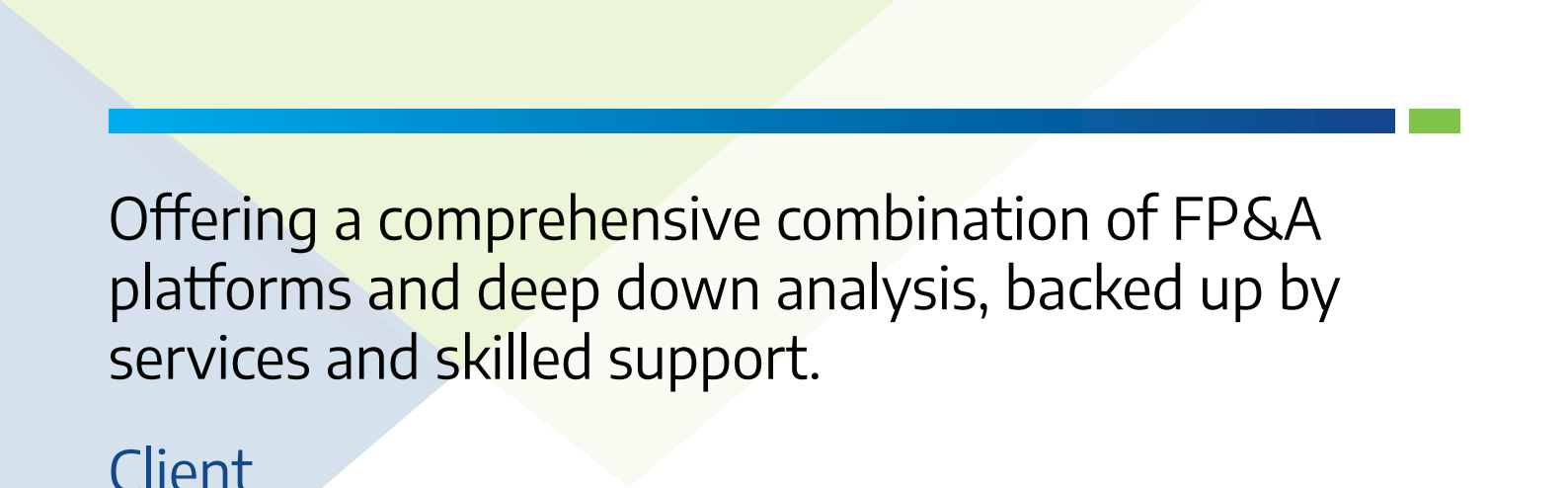


| CASE STUDY

Financial Planning & Analysis



Offering a comprehensive combination of FP&A platforms and deep down analysis, backed up by services and skilled support.

Client

Leading Secure Access solution provider

Industry

IT Software Industry

Business Need Addressed

Client wanted to set up an end to end Financial Planning & Analysis function

Business Challenge

FP&A team did not exist and hence it had to be a new set up along with transformation of ERP system

ATG

Designed FP&A team comprising of senior level experienced people involved with functional heads. Understood the requirements and partnered in their financial plans.

Provided Financial as well as Analytical support, assisting in cost optimization, revenue planning, board presentations, investor presentation

Business Impact

Within 12 months of formation, FP&A team has become a SME in understanding the business as well as suggesting solutions that impact the business positively. It manages effective relationship with leadership team that builds overall confidence.

It has also undertaken the role of Pricing Analysis, Sales Operations Support, Product Analysis and driven organizational KPIs thus providing value additions to the business