

Process Transformation

Reduce labor-intensive transactions, achieve cost efficiencies and improve output quality.

For decades, CFO's have been chasing two goals: 1) Efficiency—from paying vendors to performing account reconciliations to closing the books—the routine work of finance should be done centrally and faster; and 2) Making more money—moving from a scorekeeper mentality, to the role of a true advisor to maximize the bottom line. Of course, when a company attains both goals, the results can be spectacular. However, reengineering and automating business processes is difficult. It can involve a radical rethink of what processes are and how they can best be executed. Therefore, many companies have been slow to streamline their operations along business process lines.

MarketSphere partners with our clients to transform the finance function by incorporating leading practices into process redesign and automation efforts. Our improvement programs significantly reduce labor-intensive transactions, achieve cost efficiencies and improve output quality. These enhancements enable finance staff to shift focus from low-value activities to high-value analysis. Furthermore, we also help our clients make informed decisions about the role of finance and evaluate the fit of shared service opportunities.

Our services include:

- Accelerated Close
- Process Re-engineering
- Shared Services & Outsourcing
- Spend Management
- Working Capital Optimization



MarketSphere Can Help

From the Fortune 500 to small, nimble entrepreneurs, MarketSphere provides a world-class perspective customized for each organization we serve—adding value with unmatched quality, integrity and objectivity. We help the office of finance in several areas, including Process Transformation.

Sprint AVP, Assistant Controller

“We are extremely impressed with MarketSphere. They provided an in-depth understanding of the finance function and a practical methodology. The team used a unique approach and established a true partnering relationship from day one. The project itself was tedious... however the end product was truly magnificent.”

Accelerated Close

Is your closing speed achieved on the backs of your staff? Is business growth increasing complexity in your accounting cycle? Are external reporting demands growing, while timelines are shrinking? Have your systems replaced manual processes?

- Document processes and controls to expand the definition of financial close to include the GL close, account reconciliation and all management reporting
- Deliver a clear, concise and enforced close calendar
- Drive full automation and a structured workflow
- Increase analysis and forecasting activities
- Meet auditor’s rising requirements

Westlake Ace Hardware President & CEO

“MarketSphere helped us create the roadmap to improved controls and assisted in reviewing and making recommendations relating to our accounts payable processes and procedures. Your team did a good job of identifying the root cause issues... we will perform better... we appreciate the value of your team.”

Process Re-Engineering

The economics of a business may alter because of increased competition, changing input costs, government intervention, or new trade policies. New competitors and business models may emerge as companies seek to increase revenue through expansion into adjacent product categories or horizontal integration.

- Anticipate changes and identify business process improvements
- Transform how people work
- Manage downturns and changes with success

Yellow Corporation SVP & CFO

“We are impressed with the MarketSphere team. The consultants provided in-depth understanding of all key finance processes... distinguished themselves in their understanding of the finance function and unique approach and commitment to creating value.”

Shared Services and Outsourcing

Organizations are continuously looking for methods to reduce costs. Implementing a shared services or outsourcing model, focused on core competencies can create immediate savings. In fact, those who are successful in implementing the appropriate model, quickly become a strategic component to containing cost, creating a high performing team, and improving the perception of the back office.

- Identify the appropriate service delivery model to maximize efficiency and effectiveness
- Develop an actionable plan that is attainable based on reasonable time and cost factors
- Execute the strategy/plan based on a proven project management methodology
- Create better results through superior quality and operational efficiencies

Vonage SVP, Operations

“Thanks to the expertise and guidance of MarketSphere, we were able to identify nearly \$3M in available product and service cost reductions. In six weeks, an immediate saving of \$1.1M has been realized through MarketSphere’s expertise in spend diagnostics and sourcing.”

Spend Management

Many organizations currently struggle to effectively manage their procurement, contract management and payables function—juggling transactions and searching for cost reducing alternatives. Spend Management is the strategic approach to procurement and payables that goes beyond purchase orders and invoices by transforming the source-to-settle lifecycle into a value driver.

- Standardize procurement and payables functions across the enterprise
- Leverage talent, technology automation and lean processes
- Obtain easy access and analysis of transaction data, allowing for a fact-based strategic approach to cost reduction

DST Systems Vice President

“The team... is committed to achieving significant savings. This initiative is a key focus of our leadership team and we believe that its success is critical to us continuing to excel in this very competitive market. Thank you for all of your team’s efforts.”

Working Capital Optimization

In a market climate where pennies per share affect shareholder value, careless working capital performance, in the long run, will decide a company’s fate. Organizations need to minimize working capital, and thus maximize liquidity, by developing sustained changes in working capital practices across the people, process and technology dimensions of an organization.

- Harvest excess internal liquidity
- Streamline the financial supply chain
- Take advantage of the benefits of cash

● MarketSphere's Finance Advisory Services

Guide your organization through ever changing business needs.

MarketSphere focuses on meeting the ever-changing needs of today's finance and business executives. We help clients incorporate a strategic context into the finance function while providing core project management, change management and implementation skills to drive best practices in finance to the broader organization.

In addition to Process Transformation services, MarketSphere also provides Finance Advisory services in the following areas:

- Financial Systems
- Enterprise Performance Management
- Talent Management
- Unclaimed Property



During these economic times, you need a partner you can trust.
We have the experience and insights to help you succeed.

Contact MarketSphere today at 888.532.3002 or www.marketsphere.com.