



Is Outsourcing the Right Path?

Client: Leading Multi-Site Truck Maintenance Service Provider



- ✓ GL Accounting and Reconciliations
- ✓ Monthly Financial Statements
- ✓ Daily Cash and
- ✓ Credit Card Verification
- ✓ Sales Tax Completion



Background:

Picture this...you're a fast growing semi-truck preventative maintenance service business. You have enjoyed solid growth over the last few years through several key acquisitions and you have aggressive plans to continue with inorganic growth in the coming years to build a strong national brand. You know that you have a good accounting team in place today, but you're worried that the processes and platforms that have gotten you to this point just won't support you into the next phase.

As the leader of the organization, you have heard outsourcing your accounting work might be a good option to support your continued acquisition growth plans, but you've never outsourced before and you're concerned about losing control of your processes and financials that you know you have today. There's got to be someone you can leverage to talk through whether outsourcing is the right path for you and help you understand how you can do so in a way that still works for you.



Our Solution:

So your investors suggest that you talk to Quattro.

Our accounting experts understand the concerns business owners have about entrusting their business functions to people outside their organization and we have the platforms and process best practices that keep you in control while handing over the day-to-day worries to us. So while your competitors are struggling to grow because their in-house solution just can't scale, you're able to rest easy knowing that your BPO partner is supporting you and giving you all the information you need to stay on top of your business while you grow.



In summer 2020, Quattro began implementing the following solution:

- Explained in detail how each process would flow start-to-finish in an outsourced model
- Outlined a conservative phased approach to transitioning the processes that the client felt comfortable with that would support their growth-mode needs
- Converted all locations to Quattro-hosted platforms from the various platforms currently in use
- Began a measured carve-out of the accounting team taking ownership for processes below the Controller (remaining in-house)
- Completed documentation of all operational accounting processes to be utilized across all locations



Benefits:

So now the client has **MORE TO GO ON:**

- Client has realized a **30% reduction** in finance and accounting costs
- Controller focuses more time on strategic initiatives related to the acquisition growth rather than managing and controlling day-to-day process details
- With all locations on the same accounting platform management now sees standardized unit-level reporting, and consolidated reporting, for greater insight and agile decision making
- They now have a scalable solution to roll new acquisition companies onto immediately ensuring the same reporting and business insight as the rest of the business from Day 1



About Quattro Business Support Services (Quattro):

Quattro's story starts back in the late 1990's, where we began as the BPO arm of one of the world's leading accounting firms, RSM. During that time we grew to become an accounting powerhouse with a robust technology platform and hundreds of professionals both in India and the US serving more than 2,000 mid-market clients. In 2008, Quattro was carved out and became its own separate entity. The new owners continued to invest in the company and expand its capabilities - new services were added, such as technology services and payroll processing. Today Quattro has more than 850 employees and we're continuing to grow and invest in cutting-edge tools and resources to give organizations even more to go on. It's how clients around the world - from multi-unit franchises to regional non-profits to global corporations - are able to see further, scale smarter and stand stronger.

Quattro. [Get More to Go On.](#)

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