

Optimizing Cash Flow Management with Improved Financial Discipline

Industry: Corporate Banking
Revenue: \$175M
Employees: 400



Mission-critical priority

A new-to-role CFO's mandate was to stave off yearly declines of the organization's cash flow.



How Gartner helped

The client used:

- **Gartner Executive Advisors** to diagnose the effectiveness of the finance function and benchmark cash-flow performance relative to peers.
- **Gartner's Ignition Guide to Selecting KPIs** to set up a new finance dashboard to track performance more effectively across the organization and better identify cash-flow problems.



Outcome

With support from Gartner for Finance, the client:

- **Saved time and money** by benchmarking functional effectiveness against peer-based performance standards.
- **Calibrated working capital and cash-flow performance** by comparing to data from more than 2,000 organizations.
- **Identified and pressure-tested new metrics** to effectively explain and predict financial performance.