



Leading Consulting Solutions Provider Transforms Global Finance Processes with Microsoft + consulting360

Executive Summary

When today's leading automotive, healthcare, and retail organizations must solve complex challenges related to increasing market share, optimizing distribution networks, and maximizing client engagement, this organization comes to the rescue. Our customer provides expert consulting services backed by cutting-edge data science to help their customers grow their revenue, improve profitability, and increase customer loyalty. This company has more than 900 employees in nearly 20 worldwide offices.

International Growth Drives Need for More Control

When this company first engaged with HSO, they were using a popular mid-market ERP platform that was not designed to meet the needs of larger multinational organizations and was not built to handle the requirements of professional services organizations. They implemented a series of manual processes using disconnected spreadsheets to manage client contracts, billing, and global financial reporting to compensate.

In addition, changes to global revenue recognition and compliance standards, such as ASC 606 and IFRS 15, required our customer to implement new measures to improve financial controls. As a result, this organization embarked on an ERP replacement project to find a platform that would improve controls and visibility across their global business.

A Proven Next Generation Global Business Platform

HSO worked with the client to implement Microsoft Dynamics 365 + consulting360. This cloud-based ERP platform leverages the best of the Microsoft cloud to drive productivity and insights throughout the organization.

Dynamics 365 is now used to manage the organization's global financial management practices, as well as key project and contract accounting, billing, and revenue management processes. HSO's consulting360 works alongside Dynamics 365 to provide an integrated marketing, sales, project management, accounting, and human resource management solution purpose-built for consulting firms.

The Results

Through the implementation of Microsoft Dynamics 365 + consulting360, the client has been able to:

- Streamline and standardize global financial management practices and controls
- Improve the financial and operational management of client-facing contracts and projects to support decision-making throughout the client engagement and solution delivery lifecycle
- Enable and support the financial needs of the organization's global offices
- Accelerate the financial close process to provide more timely information to key stakeholders across the business

Company Overview

With global offices in nearly 20 countries, this firm provides consulting solutions that help their clients grow revenues and profits while increasing customer loyalty and engagement.

Solution:

HSO worked with the client to implement Microsoft Dynamics 365 + consulting360 as their new global ERP platform to manage key global accounting, project and contract management, and financial management processes.

Results:

Through the implementation of Dynamics 365 and consulting360, the client has:

- Streamlined global finance practices
- Improved management of client contracts and projects
- Gained more timely access to information to drive decision making

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