

# Lift & Shift Project




VIP SOLUTIONS CASE STUDY

VIP








## BACKGROUND

In executing a buy and build strategy, our client realized the need to consolidate and improve the infrastructure to support their strategy. This required consolidating and synergizing headcount, improving credit, treasury and FP&A, and enhancing the ERP systems.

## OBJECTIVES

-  Document, transition, and train for activities of 27 reduced employees
-  Implement desired functions for billing, treasury and finance
-  Implement new inventory and fixed asset systems

## SOLUTIONS

-  Synergize 27 employees across 50 locations
-  Implement uniform credit, billing and collections processes
-  Implement Inventory Module on ERP
-  Implement Fixed Asset system
-  Integrate acquired location for Project Eagle
-  Setup and integrate treasury functions
-  Integrate acquired location for Project Eagle

**Manufacturing  
& Distribution  
INDUSTRY**

**300  
EMPLOYEES**

**\$65M  
ANNUAL  
REVENUE**

**Successful transition of 27 employees and  
IMPLEMENTATION OF DESIRED  
FUNCTIONS & SYSTEMS**

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## PROJECT STATUS DOCUMENTATION

GOAL	DETAILED DESCRIPTION	TRANSITION HEALTH % COMPLETE
Synergize office manager functions	<ul style="list-style-type: none"><li>Standardize office manager function across 50 locations</li><li>Consolidate regional manager function from 8 reduced managers</li></ul>	 100% On Plan
Implement uniform credit, billing and collections processes	<ul style="list-style-type: none"><li>Standardize billing process utilizing bill trust</li><li>Create credit department</li><li>Implement credit hold and credit application process</li></ul>	 100% On Plan
Transition corporate accounting functions (19 employees)	<ul style="list-style-type: none"><li>Standardize corporate accounting functions by consolidating staff into HQ processes and functions</li></ul>	 100% 60-day delay from plan
Implement inventory module in ERP	<ul style="list-style-type: none"><li>Align inventory master across business units</li><li>Implement PO receipt process</li><li>Facilitate physical inventory Count</li><li>Go-Live on Module</li></ul>	 100% On Plan
Integrate fixed asset system (Sage FAS)	<ul style="list-style-type: none"><li>Integrate all locations into single Fixed Asset tracking system</li></ul>	 100% On Plan
Setup and integrate treasury function	<ul style="list-style-type: none"><li>Implement collections and distribution strategy across all accounts</li><li>Setup 13-week cash flow forecast and integrate into finance forecasting</li></ul>	 100% 90-day delay on turnover & IT
Setup and integrate finance function	<ul style="list-style-type: none"><li>Establish budget, forecast and value add finance advisory function.</li><li>Integrate forecasting function with treasury</li></ul>	 100% On Plan