

Clearsulting aligns its business processes with fast-paced global growth



Industry: Management Consulting

Company Size: Small

Headquarters: Cleveland, OH

Products Used:

Professional Services Cloud, ERP Cloud and Services CPQ

Key benefits:

✔ One source of project truth

✔ 50% faster invoicing

✔ More than 50% faster month-end closes



Clearsulting is a consultancy operating across North America and Europe whose mission is to help finance become a better partner to the business. With innovative thinking and a digital-first approach, the firm develops sustainable solutions that allow teams to drive results and work better, together.

Experiencing growing pains

In just six years, Clearsulting has rapidly grown from three people to nearly 200. With continued growth on the horizon, the company quickly realized it was hamstrung by manual processes and disjointed systems. The process to create and approve project proposals was time consuming and team members struggled to understand proposal status. Moreover, team members found it painful aggregating data across subsidiaries and systems – some of which required several instances to handle multiple currencies – to close out financials each month. The company needed a unified system to enable better processes from start to finish for its consulting projects.

“With FinancialForce solutions, we can ensure all consulting-related information seamlessly flows from sales to services to invoicing, paving the way for our continued growth. We now have one source of truth, faster invoicing and faster month-end closes.”

Monica Engelhardt
CTO
Clearsulting

Working with FinancialForce partner VFP Consulting, ClearSulting found this end-to-end solution with FinancialForce Professional Services (PS) Cloud, FinancialForce ERP Cloud and Services CPQ – all of which are purpose-built on the Salesforce platform.

Realizing revenue faster

End-to-end integration across the FinancialForce solutions drives incredible efficiencies. Consultants now easily submit timesheets and expense reports, and the numbers flow smoothly into finance. As a result, ClearSulting's billing cycle is six days shorter, leading to faster revenue recognition and better cash flow. The finance team can recognize revenue with just the click of a button, and has reduced timing to get month-end financial results by more than 50%, from 12 days to five.



Streamlining project estimations

Instead of pricing projects on a spreadsheet and posting it to Microsoft Teams for review and approval, ClearSulting uses Services CPQ to estimate projects directly within the sales-to-service flow. Stakeholders can easily see the opportunity and approval workflow, which is packaged up and shared with the client.



Estimate Details						
Task Manager						
Resource Requests		Hours By Role		Estimate Schedule		
11 Number of Estimation Tasks		USD 165.00 Average Bill Rate		USD 61.67 Average Cost Rate		
Project Task	Resource Role	Start Date	End Date	Cost Amount	Bill Amount	Margin
Scope & Kick Off	Business Analyst	01/03/2022	01/06/2022	USD 2,400.00	USD 6,000.00	USD 3,600.00
Define Review & Sign Off	Business Analyst	01/07/2022	01/12/2022	USD 2,400.00	USD 6,000.00	USD 3,600.00
Data Architecture	Subject Matter Expert	01/13/2022	01/18/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Object Modeling	Subject Matter Expert	01/19/2022	01/24/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Design Review	Subject Matter Expert	01/25/2022	02/02/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Develop OM	Subject Matter Expert	02/03/2022	02/18/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Workflows	Subject Matter Expert	02/21/2022	02/28/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Documentation	Subject Matter Expert	03/01/2022	03/07/2022	USD 15,000.00	USD 44,000.00	USD 29,000.00
Definition	Trainer	02/22/2022	03/02/2022	USD 3,000.00	USD 7,500.00	USD 4,500.00

Enabling data-driven decisions

Rather than waiting days and weeks for data to be compiled, leaders have access to dashboards. Project teams save an average of three hours a week because they are freed from gathering data to report project margin and other financial metrics. At the same time, leadership is empowered with accurate, real-time data, enabling them to easily see the sales pipeline paired with projected project data and make informed decisions. They can even determine project margin with the click of a button. Individual team members also have access to real time dashboards that reflect personal metrics, such as timecard compliance, expense report compliance, PTO taken, and utilization.

Driving continuous innovation and growth

Within just three months of going live with FinancialForce solutions, ClearSulting has realized tremendous efficiencies. Building on this success, ClearSulting is excited to explore additional ways it can improve its business processes. Moreover, it expects to increase project margins now that it can closely track that data. As the company continues expanding into new geographies, it will take advantage of FinancialForce's multi-entity, multi-currency functionality and overall system agility to continue on its impressive growth path.

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www.financialforce.com