



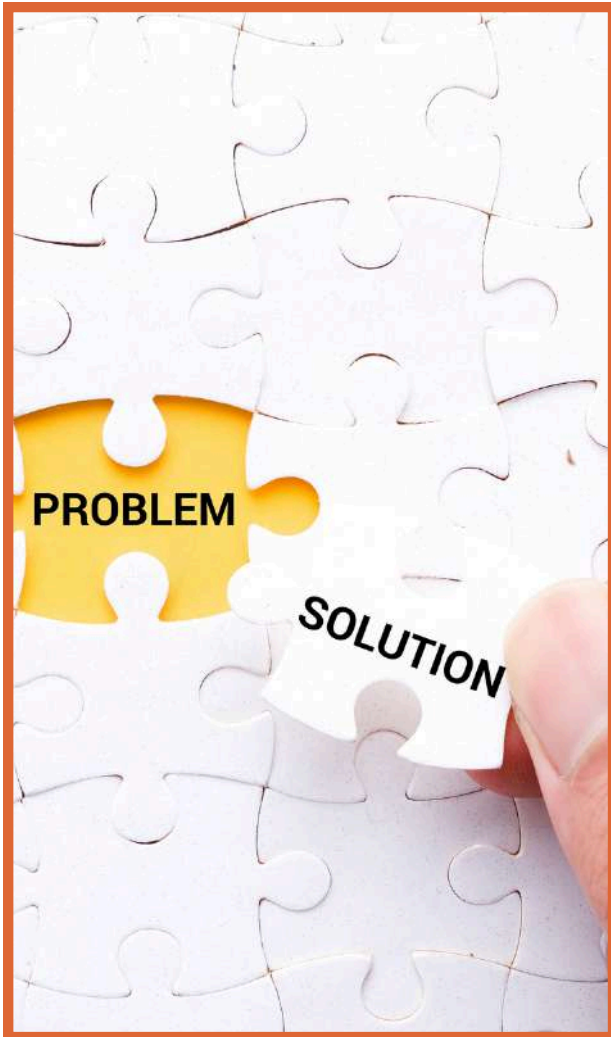
STRATEGIC PLAN

Simplifying Management Accounts: Corient's Strategic Approach

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Introduction

A client approached Corient to address challenges in producing timely management accounts. They faced delays in bookkeeping due to late responses from subclients, which led to last-minute pressures during year-end filings. The client sought to streamline their accounting processes for accurate and timely management accounts.

The Problem?

- **Delayed Bookkeeping:** Slow subclient responses delayed bookkeeping.
- **Last-Minute Year-End Filing:** Incomplete records led to stressful year-end filings.

Corient Solution

- **Thorough Analysis:** Identified inefficiencies in operating procedures.
- **Decision-Making Matrix:** Streamlined communication and reduced queries.
- **Real-Time MIS:** Tracked outstanding queries and missing information.

“
The best accountants
are the architects of
financial legacies.

– Laura Anderson
”

Challenges Faced

- Managed a high number of subclients, complicating tracking and follow-ups.

Overcoming the Challenges

- **Follow-Up Tracker:** Recorded follow-up dates and ensured consistent communication.
- **Email Templates and Plans:** Directly contacted end clients for missing information.

Result Achieved

- **Timely Client Responses:** Consistent follow-ups improved response times.
- **Reduced Query Backlog:** Decreased outstanding queries from over 3,000 to fewer than 800.
- **Accurate Management Accounts:** Enabled prompt production of monthly accounts.

Conclusion

Corient successfully transformed the client's accounting processes, allowing them to produce timely and accurate management accounts. By implementing tailored strategic solutions, Corient addressed immediate challenges and empowered the client and their end clients with enhanced financial clarity and decision-making capabilities.



“
Behind every good
business is a great
accountant.

– Anonymous
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