



Financial reporting – AR & AP trackers

Third-party logistics

Developed AR and AP trackers by aggregating data from various business units and complex databases that contain customer watchlists, unbilled amount trackers, payables due trackers and accounts receivable aging data

Financial reporting for a third-party logistics company

Situation

- The company had limited visibility into the linkages between their shipments, corresponding carriers and associated customers, along with the status of billing and payables/receivables. This was due to presence of numerous data sources and complexity of data systems.
- Partnered with the client to consolidate data sources and build various financial reports summarizing margins, accounts receivables, payables for executive team to identify bottlenecks and take appropriate action

Accordion Value Add

- Developed Executive Dashboard that summarizes various financial metrics (# of loads, revenues, Costs, Margins) . Also developed detailed financial reports for all business units
- Developed Accounts Receivables dashboards showing unbilled amounts which enables tracking of customers along with the corresponding reasons for delay to expedite the billing process accordingly
- Developed Accounts Payables reports, showing the pending payables by carriers and corresponding reasons for delay for the team to take necessary action to ensure a strong credit line and retain a healthy relationship with the carrier partners. The reports also tracked the performance of billers and auditors to improve internal productivity.

Impact

- Reduction of share of high aged AR in total AR by 25% despite growth in the business
- Greater visibility into customers/carrier partners with stagnated or high pending dues enabling prompt action to resolve and complete the billing/payment processes
- Lower working capital needs and better customer service was a significant outcome of the initiative

Significant improvement in delivery, frequency, accuracy & transparency of financial reporting

PARAMETERS	BEFORE	AFTER
Data completeness & accuracy	Lack of complete visibility into the back-end data sources and uncertainty on data accuracy	Ensured seamless coordination between IT and business teams to identify relevant data, integrate data from various sources, cleanse and validate the data required for reporting
Number of reports	Reporting consisted of only overview outputs for each financial metric such as AR, AP, Unbilled amounts etc.	25 reports to slice and visualize the data at various levels of granularity and draw essential actionable insights covering all financial metric requirements
Additional metrics and views	Reporting was limited to high-level receivables and payables at a business unit level which restrained the team to manage due billings effectively	Reports capture Revenues, Costs, margins, Accounts receivables and payables with the ability to drill-down at a customer, carrier, biller, auditor level to make the data actionable for the team
Turnaround times	2-4 days turnaround times due to complexity of data involved in the reports, and limited bandwidth to focus on execution	Same day turnaround leading to daily reports by morning U.S. Central Time

Summarizing financials at a business level; details financial reports for all business units

Executive Dashboard – Financial summary by business units

	BU1	BU2	BU3
Scheduled to Pickup yesterday	87	353	474
Scheduled to Pickup WTD	365	1,263	2,206
Pickedup yesterday	55	354	426
Pickedup week-to-date	312	1,260	2,111
Scheduled to Deliver This Month	1,004	3,420	6,578
Delivered MTD	739	2,693	4,755
Budget Load Cnt This Month	1,700	6,194	10,936
Forecast Load Cnt This Month	1,666	6,070	10,718
Pace Load Cnt This Month	3,399	12,388	21,873
Created Loads WTD	279	1,242	1,618
Fixed Revenue MTD	\$19,989	\$39,907	\$49,800
Transaction Fee MTD	\$330,016	\$1,141,938	\$2,586,276
Other Revenue MTD	\$1,650,081	\$5,709,691	\$12,931,381
Gross Revenue MTD	\$2,000,086	\$6,891,537	\$15,517,657

Detailed Financial reports for business units (with drill down capabilities)

Margin details by business units

Select Business Unit BU1								
Customer Name	August				Last 3 Months		"+/-"	
	Actuals - MTD		Projected - complete month		Average			
	Load count	Net Revenues	Load count	Net Revenues	Load count	Net Revenues	Load count	Net Revenues
Customer 1	268	\$38,623	1,541	\$222,084	1,441	\$207,152	100	\$14,932
Customer 2	63	\$6,941	362	\$39,913	193	\$37,242	169	\$2,671
Customer 3	52	\$6,339	299	\$36,451	258	\$30,473	41	\$5,978
Customer 4	5	\$154	29	\$886	47	\$4,165	-18	-\$3,280
Customer 5	3	\$130	17	\$748	38	\$2,364	-21	-\$1,616

Detailed Overhead expenses by business unit

Select Business Unit BU1					
Month>>	Jan-18				
Operating Expenses (\$K)	Act	Bud	LY	Var to B	Var to LY
Salaries/Wages	2,133.2	2,111.9	1,471.4	(21.3)	(661.8)
Benefits/Commissions	619.2	609.2	413.5	(10.1)	(205.7)
Gross Employee Costs	2,752.4	2,721.1	1,884.9	(31.3)	(867.5)
Capitalized Wages	-	-	-	-	-
Cap Prof Svc - Computer Contract	(27.4)	-	-	27.4	27.4
Total Capitalized Labor	(27.4)	-	-	27.4	27.4
Temporary Labor	11.7	-	50.1	(11.7)	38.4
Prof Svc - Computer Contractors	29.6	-	-	(29.6)	(29.6)
Prof Svc - Other	14.1	15.4	11.2	1.2	(2.9)
Temp Labor and Contractors	55.5	15.4	61.3	(40.1)	5.8
Salary/Wages Expenses	2,780.5	2,736.5	1,946.2	(44.0)	(834.3)

Accounts receivables and accounts payable watchlist by business unit and customers/carriers

			Account Receivables (\$K) due as of					Watch list	
			06-Aug					Change (Over 30 days)	
Sl. No	Business Unit	Customer Name	Total (0+ days)	Over 15 days	Over 30 days	Over 45 days	Over 60 days	\$K	%
1	A	P	\$8,434	\$3,459	\$2,628	\$2,107	\$1,555	\$3	0%
2	A	Q	\$2,933	\$1,135	\$962	\$73	\$0	\$27	3%
3	A	R	\$1,841	\$1,053	\$496	\$318	(\$0)	\$0	0%
4	A	S	\$1,315	\$612	\$480	\$139	\$29	\$70	17%
5	A	T	\$4,398	\$539	\$435	(\$12)	(\$5)	\$26	6%
6	B	U	\$5,301	\$497	\$433	\$319	\$214	\$66	18%
7	B	M	\$1,723	\$722	\$412	\$416	\$377	\$5	1%
8	B	N	\$1,709	\$409	\$396	\$195	\$14	\$0	0%
9	B	O	\$745	\$411	\$340	\$180	\$77	\$33	11%
10	C	L	\$2,955	\$541	\$316	\$103	\$0	\$44	16%
11	C	S	\$265	\$264	\$264	\$262	\$258	\$0	0%
12	C	P	\$1,179	\$382	\$218	\$155	\$0	\$5	2%
13	C	X	\$1,069	\$332	\$183	\$124	(\$2)	\$5	3%
14	C	Y	\$1,100	\$252	\$170	\$170	\$170	\$0	0%

Accounts Receivables watchlist at customer level

Accounts Payable (\$K) due as of 07-Aug							
		Total		15+ Days		90+ Days	
Business units	Carriers	Amount	Load count	Amount	Load count	Amount	Load count
BU1		\$41,202	64,232	\$19,804	35,499	\$1,136	2,118
	A	\$331	478	\$249	442	\$18	76
	B	\$3,372	4,938	\$1,365	2,548	\$1	7
	C	\$8,910	11,191	\$394	666	\$33	71
	D	\$8,186	9,419	\$4,460	6,131	\$115	237
	E	\$20,403	38,206	\$13,335	25,712	\$969	1,727
BU2		\$268	436	\$87	363	\$5	16
	A	\$0	0	\$0	0	\$0	0
	B	\$0	2	\$0	1	\$0	0
	C	\$10	29	\$3	8	\$2	6
	D	\$13	24	\$4	4	\$0	0
	E	\$245	381	\$80	350	\$4	10
Grand Total		\$41,470	64,668	\$19,891	35,862	\$1,142	2,134

Accounts Payables watchlist at carrier level