

Security and Facility Management Company - Kolkata, India Based

Challenges

This is a case of single-minded focus on top-line growth on the face of competition from unorganized sector led to issues with bottom-line and cash flow. The Management wanted to achieve maximum growth and lead the market by formulating its services by reducing unstructured costs

Strategy & Execution

Finteq focused and highlighted the areas that required attention such as:

- a. Improving Contract management with an eye on:
 - i. Improving gross margin per contract through service differentiation
 - ii. Improving retention of Contracts and site personnel
- b. Cost management and eliminating value destroying elements
- c. Monitoring performance and cash flow very closely through MIS
- d. Align functional performance through KPIs

How it helped

We developed a Multi- year Business Plan to highlight the milestones that the entire organization feels committed to. It also addresses the key issues of an industry in transformation- going through disruptive changes.