

CLIENT
STORY



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CASE STUDY

Leading IVF and Assisted Reproduction Practitioners' Network

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CLIENT BACKGROUND

The client is a network of fertility clinics throughout North America. With the ambition of becoming the preferred global business partner for premier IVF and prenatal practitioners, the client strives to attain unparalleled clinical results, operational proficiency, and extraordinary patient satisfaction. They offer partner clinics comprehensive back-office assistance and foster a collaborative, synergistic atmosphere encompassing medical-scientific, professional, and business domains.

THE CHALLENGES

The client was resolute in enhancing its position as the foremost global partner for premier IVF and prenatal practitioners, with a focus on global expansion. However, the client faced obstacles in hiring crucial personnel for finance and accounting (F&A) services, hindering operational efficiency and jeopardizing cost-saving initiatives. As a result, there was an immediate need to address recruitment challenges while optimizing financial resources to uphold and bolster the client's competitive edge in the fertility healthcare sector. In response to this situation, the client turned to Quattro Business Support Services, having heard they were a trusted partner proficient in providing skilled resources and addressing their cost optimization requirements.

OUR SOLUTION

Leveraging our adaptable and proven expertise in collaborating with similar practitioners formed the basis for us to promptly diagnose the underlying issues and begin laying the groundwork for implementing a tailored solution for the client.

Our problem-solving abilities were demonstrated through the following:

- Our team was engaged to deliver an outsourced Finance and Accounting (F&A) solution for the client's clinics, providing a comprehensive package that encompasses controllership and transactional support.
- We provided support to the client by deploying a US-based Clinical Operations Controller alongside an offshore team to deliver the following services:
 - Transactional accounting services covering Accounts Payable (AP), General Ledger (GL), Fixed Assets, and Leases
 - Execution and management of period end close procedures
 - Preparation of financial reports and clinic administrative support materials
 - Tailored back-office accounting support for the local clinics that met the client's specific requirements

KEY SERVICES PROVIDED

- FP&A as a Service (FaaS): AP, GL, Fixed Assets, Leases
- Technical Accounting
- Period Close
- Financial Reporting
- Clinic Administrative Support
- Interim Controller Support
- Record to Report

THE IMPACT

- Ensured standard accounting policies, processes, and Chart of Accounts was deployed and utilized
- Enabled common financial / operational reporting packages across clinics to enable benchmarking and comparisons
- Implemented a timely and consistent close process that now delivers financials within 6 days providing better data for leadership decision-making

We'd love to help you **gear up for your tomorrow.**

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