

FORESIGHT CFO



A FOOD DISTRIBUTION COMPANY HIRES FORESIGHT CFO TO CATALYZE THEIR NEXT EVOLUTION

Case Study by José J. Villarino

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Build People Capacity Customers Success Story

AT FIRST SIGHT

Client Overview

- Founded in 1987
- Excellent customer service reputation and relationships
- Excels in Sourcing Specialty Products
- Family Owned Business

Solution Overview

- Accounting Health Check
- Pan-System Alignment
- Multi-Year Financial Flight Plan
- Established the Habits of Profitability

Key Benefits

- Better, faster decisions across the organization
- Improved accuracy in reporting and effectiveness in team communications
- Timely and efficient delivery of reports to key stakeholders
- Additional insights into project performance

Business Challenge

This company is a family owned and operated organic food distribution company. They have grown organically and are reaching the point where the founder cannot manage all the options in front of him.

Solution

We identified a roster of potential managers, re-worked the financial reporting system to include KPI's and production data in a dashboard and set up a training program to bring managers into decision making supported by data.

Results

The company has tripled in sales volume in the last 3 years and has increased their net profit 120%.