



## SUCCESS STORY

# BearingPoint

BearingPoint is an independent, Europe-based management and technology consultancy firm that supports world-leading businesses and organisations in over 75 countries. With this global reach, the firm needs to have real-time visibility of cash in the business. After struggling through a manual forecasting process with limited reporting capabilities, BearingPoint now uses GTreasury Cash Forecasting to operate a data driven cash flow forecasting process—driving value far beyond the Treasury function, across the entire business.

**BearingPoint®**

## Key Takeaways

**Enhanced Automation:** Transitioned from manual, Excel/sharepoint-based reporting to an automated system, reducing manual workload.

**Improved Forecast Accuracy:** Achieved greater precision in cash flow forecasts through a harmonized, data-driven process.

**Increased Transparency:** Gained real-time visibility into cash positions across all entities, facilitating better liquidity management.

**Streamlined intercompany transitions:** Enhanced insight into payment and intercompany management, enabling quick identification of payables, receivables, and deviations.

**Comprehensive data access:** Access to current and historical financial data per entity, supporting informed decision-making.



## Challenges

For BearingPoint, the goals were more automation, greater forecast accuracy and better insight into cash flow.

As a global company, BearingPoint faced a major challenge: improving the accuracy and transparency of its company wide cash forecasting model.

Before adopting GTreasury, BearingPoint followed a decentralised, bottom-up cash flow reporting and forecast process centrally and locally. The firm's team manually created reports to cover actual cash flows and forecasts for the entire organisation with an Excel/SharePoint-based forecast tool. This manual nature of this process made it difficult for BearingPoint's entities and head office to gain tangible cash flow insights from their data and forecasts, so they were unable to accurately determine their firm's optimal future liquidity needs.

"We had an unharmonised approach of sourcing data, a lot of manual work, little alignment of the entities with respect to intercompany trading and receivables," said Fynn Krüger, Senior Business Consultant at BearingPoint.

The BearingPoint team knew they needed a more sophisticated way to retrieve and reconcile data from local teams to get a clear overview of not only the future but also of the current cash balance available per entity, as well as historical financial data for each of them.

## Key Requirements Overview

Automate the collection and processing of information from various data sources

---

Harmonise company-wide models for cash flow forecasting

---

Implement a structure for backtesting forecasting models

---

Ensure automated matching of past actual cash flows into the right categories

---

Gain drill-down capabilities into the entity levels of forecasted data for better context

---

Provide rationales for deviations from actuals to forecasts

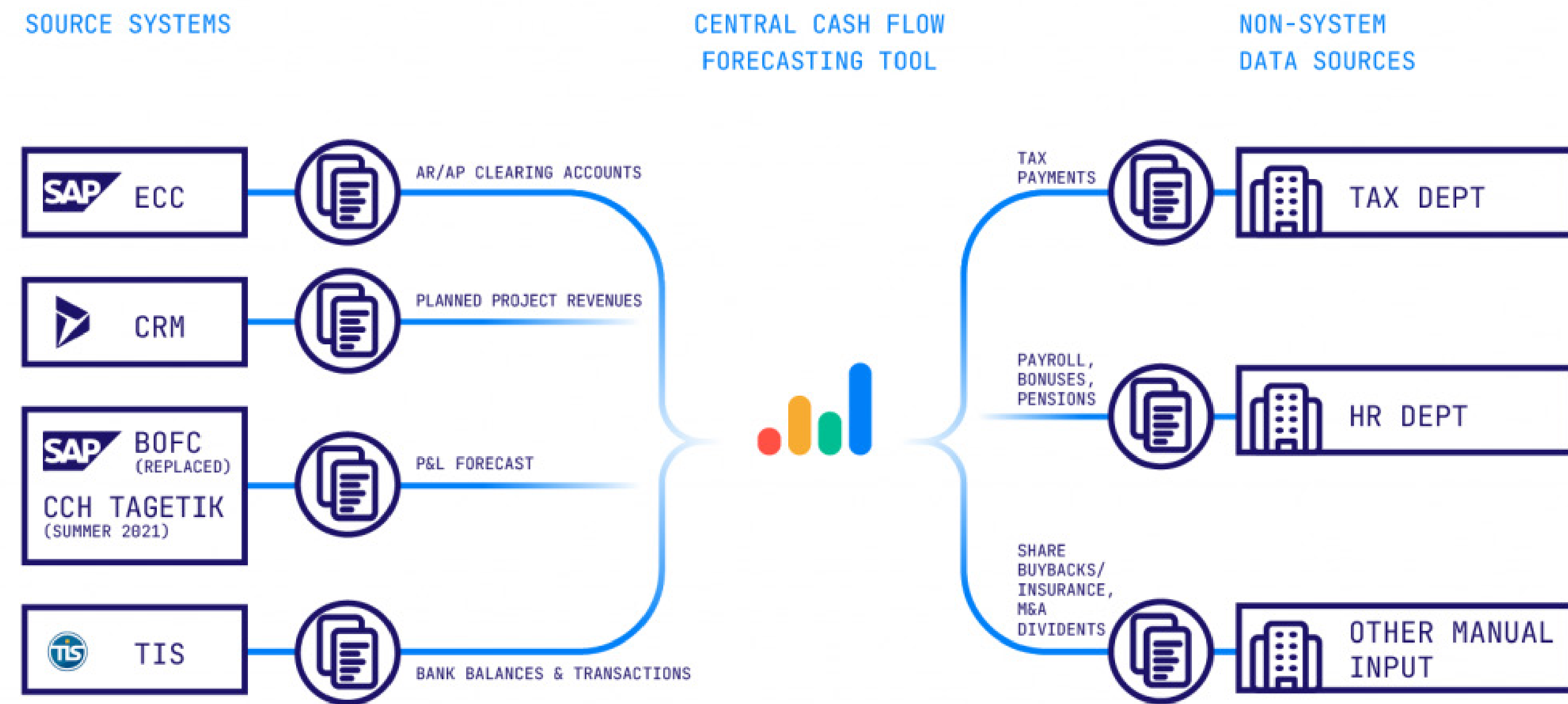
---

Use cash as a source for strategic growth



## Solution

BearingPoint adopted GTreasury to automate the cash forecasting process and connect the data between their business entities. “It was crucial to look at what step each individual entity needs to take and think about how we can harmonize across all entities, how data is pulled from the respective sources and added to the forecast,” said Fynn.





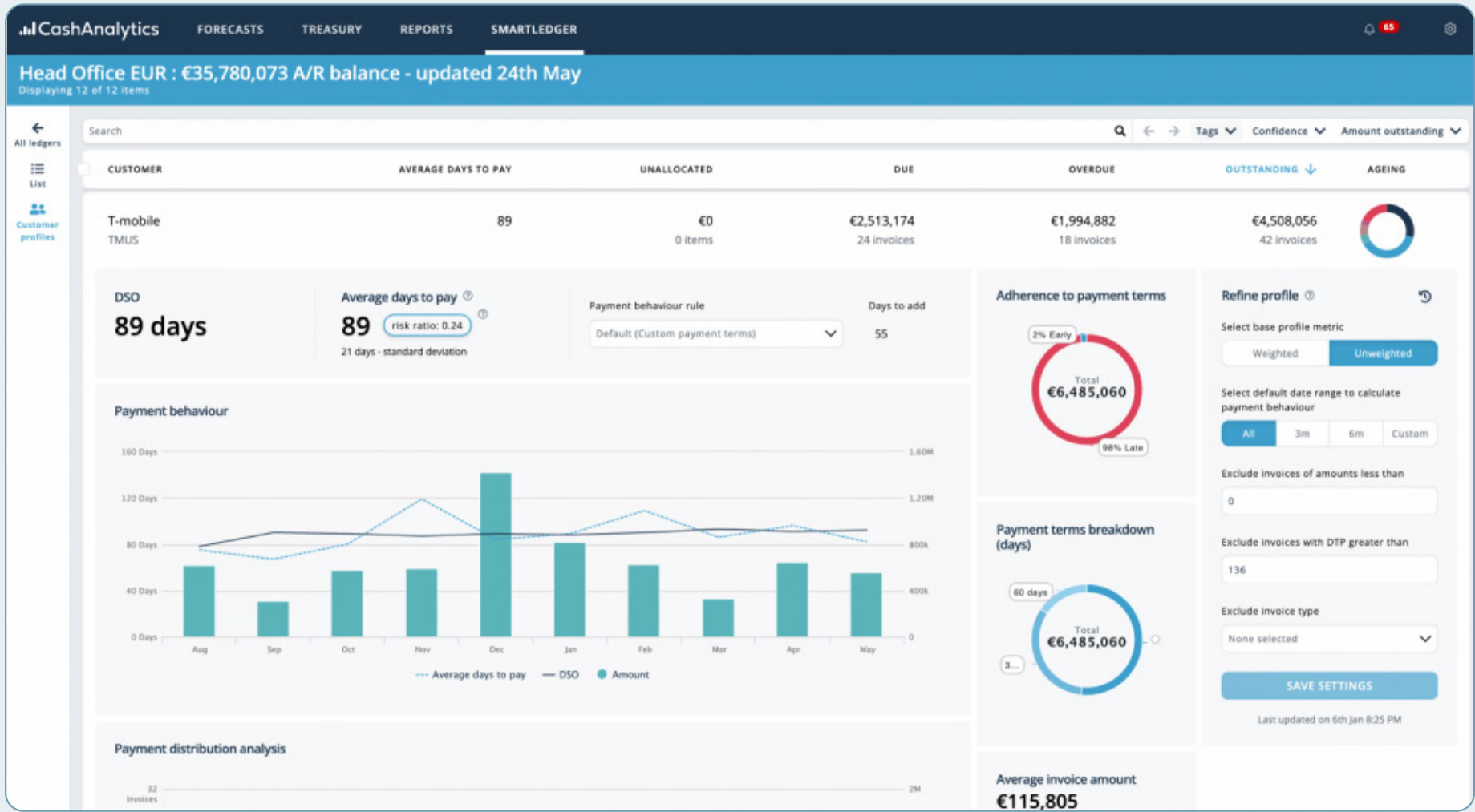
# Automatic Data Collection for Forecasting

With GTreasury, BearingPoint now has a centrally controlled forecasting model that automatically collects data from key systems. “I feel a lot lighter. There is a system in place that is doing things for me that I enjoy using,” said Eveline. “It’s also the beginning of collaborating differently with our controllers across the business.”

# Intelligent Payment Collection Forecasting

Prior to using our platform, BearingPoint’s team struggled to accurately forecast payment collections. The firm now uses GTreasury’ machine learning SmartLedger feature to create data-driven payment collection forecasts with in-depth analysis of customer behavior.

Instead of forecasting using payment due dates or manually calculating the average day to pay, the SmartLedger feature uses historical customer data to understand their payment behavior. This user-based assessment goes a long way toward improving the accuracy of forecasts.



“The system can learn how your clients are paying and look at historic[al] patterns,” said Eveline. “You can understand how our customers pay, something that adds value not only from a forecasting perspective but broader cash management and working capital processes.”

# Instant Transaction Classification

With BearingPoint’s corporate payments platform connected with GTreasury, this enabled the firm to automatically classify actuals within the forecast model.

# Clear Cash Visibility

With their corporate treasury platform account connected to GTreasury, BearingPoint has a consolidated view of all their cash balances. The firm can drill down to the transaction account level and view cash flows across various locations — filtering by region or business unit — to identify key entities that influence the inflow and outflow of cash within the business.

At the touch of GTreasury’s consolidation and reporting button, for instance, BearingPoint’s team can view forecasts by entity level. The firm’s team can then easily identify what cash is available across various parts of the business.

# Real-time Record Reconciliation

As a business operating in 40 different locations, it was key for BearingPoint’s head office team to have intercompany flows automatically reconcile within the forecasting model. With GTreasury, each entity can now create line items and instantly populate their counterparty’s input sheet with intercompany transactions for immediate reconciliation.

CashAnalytics

FORECASTS

TREASURY

REPORTS

SMARTLEDGER

Report Result

		Actuals	Forecast														Total
	Period		May 21 / wk4	May 21 / wk5	Jun 21 / wk1	Jun 21 / wk2	Jun 21 / wk3	Jun 21 / wk4	Jul 21 / wk1	Jul 21 / wk2	Jul 21 / wk3	Jul 21 / wk4	Aug 21 / wk1	Aug 21 / wk2			
	Start		17-May-21	24-May-21	31-May-21	07-Jun-21	14-Jun-21	21-Jun-21	28-Jun-21	05-Jul-21	12-Jul-21	19-Jul-21	26-Jul-21	02-Aug-21			
	End		23-May-21	30-May-21	06-Jun-21	13-Jun-21	20-Jun-21	27-Jun-21	04-Jul-21	11-Jul-21	18-Jul-21	25-Jul-21	01-Aug-21	08-Aug-21			
▶	OPENING BALANCE		109,169,018	110,861,292	106,484,171	99,587,036	98,687,125	94,980,169	95,315,232	108,511,320	107,973,419	121,034,627	124,573,022	125,090,352	109,169,018		
▶	Receipts		13,066,348	10,227,443	11,538,927	10,746,861	20,642,807	11,702,188	21,759,140	12,172,455	11,515,312	9,988,955	9,999,669	10,606,955	163,585,344		
▶	AR Cash Collections		2,377,713	2,421,423	3,146,580	5,959,871	3,355,817	4,062,388	13,319,340	3,574,955	3,917,812	4,174,955	4,655,669	4,869,955	60,577,862		
	France		1,000,000			4,900,000	1,000,000	1,000,000	10,300,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	26,200,000		
	Head Office		377,758			1,059,871	1,355,862	3,062,388	2,019,385	1,575,000	1,917,857	2,175,000	2,655,714	2,870,000	23,378,357		
	Netherlands		999,955			0	999,955	0	999,955	999,955	999,955	999,955	999,955	999,955	10,998,505		
▶	Sales Collections		322,335	4,850,000	6,150,000	2,500,000	2,500,000	5,350,000	6,150,000	5,350,000	5,350,000	5,350,000	4,850,000	5,650,000	59,222,335		
▶	Other Collections		2,200,000	2,754,000	2,142,857	2,187,500	2,187,500	2,187,500	2,187,500	2,187,500	2,187,500	2,187,500	404,000	404,000	21,029,857		
▶	Factoring		100,200	102,020	99,490	99,490	99,490	102,300	102,300	60,000	60,000	60,000	90,000	90,000	1,155,290		
▶	Intercompany		8,000,000	100,000	0	0	12,500,000	0	0	1,000,000	0	0	0	0	21,600,000		
▶	Intercompany		8,000,000	100,000	0	0	12,500,000	0	0	1,000,000	0	0	0	0	21,600,000		
▶	I/C Factoring Flows		0	0	0	0	0	0	0	0	0	0	0	0	0		
▶	Payments		5,956,460	8,894,118	8,826,535	9,250,700	13,930,023	10,316,704	9,067,244	12,206,165	8,352,206	7,610,070	8,810,070	5,700,000	114,434,581		
▶	Suppliers		836,384	2,006,023	1,856,149	2,158,908	8,159,297	5,566,585	4,161,174	5,607,964	4,020,779	3,450,000	3,450,000	3,450,000	48,091,854		
▶	Other Payments		4,098,196	1,506,070	2,020,300	2,020,300	2,020,300	1,506,070	1,506,070	1,506,070	1,506,070	1,506,070	1,506,070	1,000,000	22,791,576		
▶	Payroll		802,500	1,800,000	800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	1,800,000	800,000	19,402,500		
▶	Legal		0	0	3,003,000	994,049	994,049	994,049	0	0	0	0	0	0	5,985,147		
▶	Travel & Expenses		0	0	0	57,143	214,286	250,000	250,000	250,000	250,000	250,000	654,000	250,000	2,661,143		
▶	Taxes		219,390	200,000	200,000	1,220,300	200,000	200,000	1,200,000	1,204,000	200,000	200,000	200,000	200,000	5,643,690		
▶	Capital Expenditures		0	0	500,000	1,000,000	0	0	0	1,500,000	0	0	1,200,000	0	4,200,000		
▶	Interest		0	0	343,988	0	0	0	150,000	0	575,357	404,000	0	0	1,473,345		

Clear Cash Visibility

Head Office - 20-Jul-20 (In Progress)

FileForecast ToolsTransactionsCommentsHelp

	Period	Actuals	Forecast		
	Start	Jul 20 / wk3	Jul 20 / wk4	Aug 20 / w...	
	End	13-Jul-20	20-Jul-20	27-Jul-20	
		19-Jul-20	26-Jul-20	02-Aug-20	
				03-Aug-20	
				09-Aug-20	
OPENING BAL.		(230,299.08)	1,690,102.92	6,516,958.92	4,321,315.92
▶ Receipts		4,072,347	5,080,486	4,059,851	1,667,314.14
AR Collections		2,524,953	5,080,486	2,899,121	1,624,457
Factoring		704,884	0	0	0
Sales Revenue		842,510	0	0	0
Intercompany		0	0	1,160,730	42,857.14
I/C Factoring Flows		0	0	0	0

Aug 20 / wk1 - Intercompany (1,160,730)

Payer Counterparty \*CanadaPayer Currency \*USD

Amount \*2,555,000Rate \*1.4Converted2.8

Account ReferenceRE INTERCOMPANY SETTLEMENT

CREATECANCEL

AustraliaBy: Emily HaraydaPayer Currency: AUDPayer Amount: 520,720Rate: 1.0520,720 EUR

Real-time Record Reconciliation



## **Conclusion**

### **Streamlining Cash Flow Forecasting**

With GTreasury Cash Forecasting, BearingPoint is saving huge amounts of time. They are now focusing on carrying out comparative and variance analysis—such as Forecast vs. Actual—and putting together reports to share with BearingPoint management, investors, and the Board.

GTreasury also lets the Treasury team see actual and forecasted cash flows over a 12-month period across the entire business.

**“We should have done this earlier,” said Eveline.**  
**“It’s been smarter. I can go in there (into GTreasury)**  
**and see the clients that are paying, and that’s really nice**  
**to have in one place.”**



# About GTreasury

GTreasury provides CFOs and Treasurers with **The Clarity to Act** on strategic financial decisions with the world’s most adaptable treasury platform, empowering them to face the challenges of today and tomorrow. Because each company faces different points of complexity and needs, our industry-leading solutions are purposefully designed, and amplified by GSmart AI, to support every stage of treasury complexity, from Liquidity Management and Cash Forecasting to Payments, Risk, and Netting.

With GTreasury, financial leaders gain comprehensive connectivity across all banks and ERPs to build an orchestrated data environment, enabling rapid value realization with implementations up and running in weeks. Plus, our unmatched industry expertise ensures your continued success through dedicated guidance and top-tier support.

Trusted by over 1,000 customers across 160 countries, GTreasury provides treasury and finance teams with the ability to connect, compile, and manage mission-critical data to optimize cash flows and capital structures. To learn more, visit [GTreasury.com](https://GTreasury.com).

GTreasury is headquartered in **Chicago**, with locations serving EMEA (**London**, **Geneva** and **Dublin**) and APAC (**Sydney**, **Singapore** and **Manila**).



# Contact

**North America** 847 847 3706

**APAC**  
Sydney +61 29262 6969  
Singapore +65 9612 2722  
Manila +63 9778022 835

**EMEA**  
London +44 203 787 4843  
Dublin +353 1 524 0552  
Geneva +41 22 311 13 83



 [GTreasury.com](https://GTreasury.com)  
 [ContactUs@GTreasury.com](mailto:ContactUs@GTreasury.com)

