

One of the largest auto dealers in India selling multiple brands of Automobiles across 56 branches

Our client is one of the largest auto dealers in India that sells a broad range of Automobiles across brands. With over 3 decades of experience spread over 56 branches, the client turned to Pierian to help bring in Cost and Operational optimization.



Key Challenges



Human Capital

The rapid scale-up in operations generated a need for improving the headcount but access to the talent pool was limited.



Process

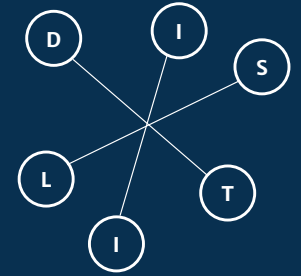
Lack of processes within the accounting organisation, absence of Internal controls and dependency on people in day-to-day accounting operations resulting in inaccurate and delayed MIS reports.



Finance

Limited access to quality talent impacted the cost of operations.

The Pierian Edge



Team Pierian partnered very closely with the client to deliver the following:

- Transitioned the entire end to end Finance and Accounting function, Payroll, Compliance Management and Management Reporting to Pierian
- As-is Process, Process improvements and Technology initiatives
- Re-badge the Accounting Team of over 100 people under the Pierian leadership team
- Identify internal controls within the Business and ensure that these were monitored objectively at agreed intervals
- Implement segregation of Duties, ensure cross-training wherever required and bring in accountability at multiple roles within the accounting function



Spread over 50 towns and cities across states, selling over 10,000 cars a year, the client is ranked as the largest dealer in the country - being a low margin business with enormous operational challenges, the client relied on our expertise to ushering operational excellence

Key Outcomes	Areas of Impact
<p>Process Streamlining</p> <p>Pierian team engaged with the client’s functional heads to assess the overall business flows, the gaps in the process and its business impact; the operations relied heavily on manual processes – requiring a fresh assessment of automating these manual processes.</p>	<p>INTEGRATED ACCOUNTING PLATFORM DIGITAL TRANSFORMATION OF INFORMATION FLOW AND DASHBOARDING REDEFINED PROCESSES FOR NEW ENVIRONMENT</p>
<p>Improved Quality & Timelines</p> <p>Pierian’s consulting team implemented the To-be process, brought in the required changes in the ERP setup and necessary technology intervention, thereby transforming their delivery timelines.</p>	<p>GENERAL LEDGER ANALYSIS MONTH CLOSE TAXES & COMPLIANCE FINANCE & INSURANCE COMMISSION BRANCH ACCOUNTING & INTER BRANCH RECONCILIATIONS</p>

Overall Business Impact

Internal controls implemented at Branch level, Transition of certain activities on CoE Model to back-office resulting in timely & accurate preparation of Month-end Accounting reports and Operational efficiency.

About us

Since its inception in 2002, Pierian has moved from strength to strength, building newer capabilities powered by its unique DISTIL Approach. Today, Pierian stands tall as the knowledge-centric consulting and solutioning partner.

Over the years, our dynamic team has worked with some of the Fortune 500 Companies and innovative start-ups in the wide areas of its expertise, spanning diverse industry verticals. We support our clients in working smarter and achieving accelerated growth through process transformation, digital technology enablement, and analytics-driven business insights.

Information about how Pierian collects and uses personal data can be provided by our executives. For more information about our organization, please visit our website.

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