Keeping Ahead of Your Competitors by Simplifying Your Business Processes

Mark McLaren

I have spent my career consulting for or managing large organizations in the accounting and finance areas. These organizations were in multiple industries - brokerage, government, retail drug, cable, insurance, health care and banking. The common denominator is that their accounting and finance functions use spreadsheets extensively.

Spreadsheets are a great tool for the right job. Unfortunately, there are a lot of jobs that the spreadsheet is not an appropriate solution. This is where problems begin. In today's business environment, these problems are pervasive. Many executives are not even aware of the issue until it becomes a crisis.

Each one of the organizations I have worked for was spending much more time than necessary to complete processes because of the over reliance on spreadsheets. Errors were often embedded in the processes and, it was difficult getting analytical information.

Typically, a spreadsheet is used as a simple solution to an immediate processing need. Over time, additional functionality is added to it. The spreadsheet grows to a large size and many tabs are added to it. Often, only a single user knows how it all works. Eventually, the spreadsheet becomes an impediment to getting the job done. The task takes much longer than it should. The process of working with the spreadsheet takes on a life of its own.

Imagine a burdensome spreadsheet process that gobbles up your employee's time. What if that process' time could be reduced by 75 to 90 percent while being able to get better analytical information from the process? You save time and money, and reduce errors. Getting error free

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information quickly and easily enhances your visibility into your business. Furthermore, you save yourself a lot of stress and build a competitive advantage over your competitors.

Many CFO's, COO's, and Controllers do not see these issues until it becomes a crisis as it bubbles to the surface. This is where I have learned to build structured solutions that simplify business processing and information retrieval. My preference has always been to work smart and get the job done effectively and efficiently. I do not relish continually spending extra hours at work for jobs that should be easily completed during normal hours.

Working with your organization, I can create structured solutions that resolve spreadsheet processing issues - saving time, money and aggravation. These solutions will move your focus toward building forward looking strategies versus gathering information about the past!