



## CHALLENGE

As a local engineering office expanded into a national consulting firm, their financial management system became undersized and outdated. Divisions were lacking a system of accountability, and major decisions were being made without appropriate financial considerations. Millions of “hidden” dollars were being lost. There was an overdue need to modernize the firm’s fiscal infrastructure.

## APPROACH

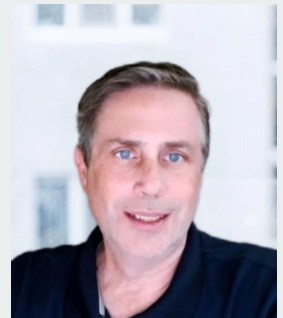
Growing organizations face unfamiliar challenges as they expand in size and complexity. Steve McAdams, an experienced financial manager in the Architecture, Engineering and Construction industry, was able to provide the framework and clarity to revamp the financial infrastructure and prepare the organization for future growth.

## RESULTS

Within the first year the new fiscal infrastructure boasted...

- A financial planning approach to increase profit margins by 30%.
- A budgeting process to predict and track performance for 17 divisions generating \$65M in revenue.
- A KPI system that enabled managers to forecast future revenue for proactive hiring and sustainable growth.
- A strategic planning process that led to the opening of multiple new offices projected to generate \$4M in revenue.
- A return on investment (ROI) process that reduced corporate expenses by 15%.
- New tax programs to offset a \$1M tax liability.

## FEATURED EXECUTIVE



**Steve McAdams**  
Founder, CEO, CFO

*“Steve has made major contributions to our firm that will continue to support the growth and development of the organization and its employees in years to come.”*

**Ken Pitz, PE**  
President  
RMF Engineering