

Case Study

Neutral Vendor
Workforce
Management Company



Introduction

- The client is a large UK-based neutral vendor specializing in workforce management and temporary staffing services.
- Operating in a fast-paced, competitive employment sector, they consolidate contingent workforce operations to deliver:
 - Transparency
 - Efficiency
 - Compliance
- With thousands of suppliers and hundreds of clients, traditional recruitment and budgeting processes were no longer scalable.

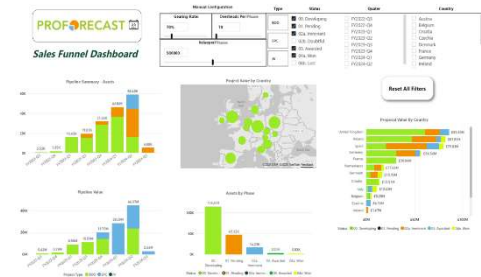
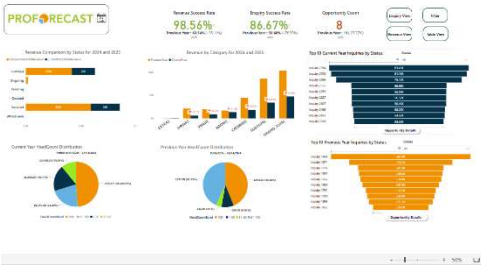


Clients Pain Points

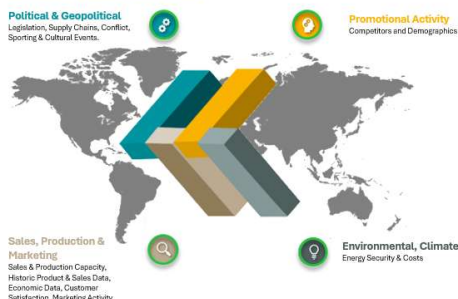
- Excel-based budgeting was:
 - Time-consuming and error prone.
 - Inflexible for rapid decision-making.
 - Unable to support AI-driven forecasting.
- The finance team struggled to:
 - Maintain budgets during periods of rapid growth.
 - Run granular “What If” scenarios at customer and product levels.
 - Collaborate effectively across departments.
- The client needed:
 - Customizable financial reports.
 - Advanced forecasting tools.
 - Specialist KPI dashboards.
 - A scalable FP&A platform to replace Excel.

Problems Solved

- During a period of intense growth, ProForecast:
 - Integrated data from the client’s accounting system.
 - Built the initial budget collaboratively with the internal team.
 - Delivered a custom revenue model tailored to the client’s operational complexity.
 - Created interactive live dashboards to enhance board-level reporting and presentations.



Demand Forecasting & AI Inputs



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PROFORECAST

ProForecast offers Mid-market Businesses' flexible, cost effective and comprehensive forecasting and strategic planning capability incorporating AI and Machine Learning.

ProForecast fully integrates into the core accounting system, providing businesses with a powerful and transformational tool to enable management to make informed decisions quickly and accurately.

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Benefits Realized

- Improved accuracy in budgeting and forecasting.
- Faster month-end closing cycles.
- Enhanced visibility into performance and cash flow.
- Significant time savings from automated data entry and calculations.

Quality Of Support

- Support rated 9/10 for responsiveness and effectiveness.
- Despite the volume of data and complexity, setup was completed on a tight timetable.
- FP&A consultants provided hands-on training and ongoing support for new users.

Application Strengths

- Optimised to handle large datasets quickly and smoothly.
- Powerful reporting and dashboard capabilities.
- Simplified month-end routines and enabled dynamic “What If” scenario modelling.
- BI package delivered actionable insights across departments.

Application Dislikes

- Users cannot self-modify the system; changes must be made by ProForecast—though they are handled promptly.
- Changes require recalculation to update outputs, unlike Excel—but this ensures data integrity.

Desired Features

- An authorisation workflow for budget changes (scheduled for release in 2025).

Conclusion

- The client has used ProForecast for several years and built a strong working relationship with the team.
- The platform has significantly improved financial reporting, budgeting accuracy, and strategic agility.