Consulting Impact Brief

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Nomination: Consultant of the Year
Submission: Finance Transformation That Pays for Itself - Automation, Controls, Outcomes

Impact snapshot (outcome-first)

Metric	What it means
30-50% efficiency uplift	Reduced operational inefficiencies by integrating ERP, CRM, and SaaS ecosystems and redesigning workflows (WY Tech).
125%+	Delivered DSO over-achievement through Order-to-Cash performance discipline and automated reporting (Orange Business).
65,000+ / 75+	Governed a global corporate card portfolio: 65,000+ cards across 75+ countries (Oracle).
50% fewer bottlenecks	Reduced operational bottlenecks by 50% through automation and SaaS alignment.
7+ awards recognition	Recognized with 7+ excellence and innovation awards across Orange and Oracle.
Controls-by-design	Aligned finance transformation with GDPR, IFRS, and SOC 2 expectations; audit-ready governance embedded into workflows.

What I consult on

FinOps and cost-to-value operating models; finance operating-model redesign (P2P, O2C, R2R); governance and controls-by-design; ERP/RPA/workflow automation; post-merger finance stabilization; policy-to-product and control telemetry for regulated environments.

Where I create value (outcomes → levers)

Outcome area	Typical result	Core levers
Decision velocity	Faster decisions, fewer escalations, less rework	Decision-rights, cadence, KPI spine, exception design
Process performance	Lower friction across P2P/O2C/R2R and cross-system handoffs	Workflow redesign, automation backlog, integration sequencing
Controls-by-design	Audit-ready controls embedded in operations	SOX-aligned thinking, telemetry, segregation, change governance
Cost-to-value (FinOps)	Spend discipline tied to business outcomes	Allocation loops, shared KPIs, showback/chargeback readiness

Repeatable method (the spine)

Step	What happens
1. Diagnose	Decision-debt audit, value-flow mapping, baseline metrics and failure paths.
2. Design	Target operating model: decision rights, cadence, KPIs, embedded controls and exceptions.
3. Rewire	Process + system redesign across handoffs; integration plan; automation backlog by ROI and risk.
4. Instrument	Dashboards + control telemetry so leaders govern reality, not slideware.
5. Embed	Adoption playbooks, weekly operating rhythm, and governance that survives leadership changes.

How I engage

Format	What you get
Diagnostic Sprint (2-4 weeks)	Baseline, failure-paths, decision debt audit; prioritized transformation backlog; quick wins.
Transformation Sprint (6-12 weeks)	Rewire workflows + systems; embed governance cadence; instrument dashboards and controls.
Advisory Retainer	Keep the operating rhythm alive; steer trade-offs; board-ready reporting; escalation support.
Board/Exec Workshops	Digital fluency, risk pathways, governance questions that surface reality fast.

Signature frameworks (original)

Framework	What it does
Decision Debt	Diagnose stalled decisions and the hidden cost of indecision; design a decision-rights spine.
Rewiring the Core	Rebuild finance processes as end-to-end systems across handoffs and tools.
The FinOps Multiplier	Tie spend to value; convert savings into reinvestment with governance.
The Untangler	Structured method for bringing order to chaos in complex initiatives.
Policy to Product	Turn policy and compliance into enforceable controls and operational telemetry.

Typical deliverables

Operating model and governance pack (roles, decision rights, forums, KPIs); redesigned workflows with embedded controls; automation roadmap (RPA, workflows, integrations); decision-ready dashboards; implementation cadence and adoption playbook.

Selected published work (supporting URLs)

Item	Link
Istinnova - Insights & Frameworks	https://www.istinnova.com/insights-frameworks-istinnova
The Messy Future	https://www.istinnova.com/the-messy-future-adapting-your-fixing-skills-for-emerging-challenges
The Alchemy of the Edge	https://www.istinnova.com/the-alchemy-of-the-edge-how-gold-diggers-forge-innovation-and-redefine-the-map
Gold Rush Career	https://www.istinnova.com/the-gold-rush-career-when-to-dig-for-gold-and-when-to-sell-shovels
Shovel Seller's Secret	https://www.istinnova.com/the-shovel-sellers-secret-how-to-build-a-lasting-business
StrategicDepth	https://www.strategicdepth.com/

Integrity note: Metrics are based on role baselines, published mini-cases, and post-implementation measurement where available. Client-sensitive details are anonymized. Verification can be provided upon request within confidentiality constraints.