



High-Tech Services Provider Reclaims Control and Improves Profitability with Foster Results

The Client

Hughes Integrated Systems is a cabling company that provides infrastructure and low voltage cabling services, including video, voice, and data cabling specializing in Cat 5E, Cat-6, Cat-6A and fiber optic wiring systems for the Midwestern states.

The Challenge

Hughes approached Foster Results when the company needed help to complete their taxes for a year that was virtually missing from their books. Payroll taxes had also not been paid correctly, and there were significant issues with the company's sales tax as well.

The Solution

Foster Results worked with Hughes to recreate a year's worth of books. Once the tax issues were addressed, we helped them establish and train employees to manage day-to-day financials, with Foster overseeing Month-End Review and Reconciliation for the company's accounts. Since then, Foster Results has also taken over the day-to-day tracking and implemented the "After the Fact" method, enabling clients to pay their own bills and perform their own invoicing with Foster Results tracking revenues and expenses, reconciling accounts, completing the month end and financial statement preparation.

After the monthly accounting services were operating smoothly, Foster Results recommended transitioning the payroll (being handled internally by Hughes staff) over to us. This change resulted in a cost savings for Hughes of almost \$1800 per year and 3-4 hours per week of valuable time.

HIGHLIGHTS

Retroactively recreated missing year's bookkeeping

Customized daily and monthly systems to optimize client resources

Recommended change in payroll resulting in time and cost savings

"It is a relief to know I am not the only one looking over my company. Our business is unique and my Foster team has really taken the time to understand our services, clients and needs. I feel like Foster really cares about me and my business. They are always watching my back."

– Adam Hughes, Owner