

## Overview

MTM Trucking & Logistics, a small business grappling with cash flow constraints and accounting inefficiencies, engaged SC&H to help them close their books quickly and efficiently. Tailoring our services to meet their budget, our CFO advisors standardized MTM's financial processes and trained their team to manage financial reporting independently. By migrating their legacy applications to Sage Intacct, SC&H was able to help the MTM team maximize profitability and transform their enterprise operations. SC&H continues to provide monthly accounting services and strategic guidance for sustained profitability and growth.



Trucking  
Industry



Aberdeen, MD  
Headquarters



\$10 Million  
Revenue



30 Employees  
Size



*With SC&H, it's more than just business. They're part of our team, they care about our success. It's a good feeling."*

**Judy Santiago**

Owner, MTM Trucking & Logistics

## Client Goals

- ✓ Reduce costs
- ✓ Close their books faster
- ✓ Scale growth effectively
- ✓ Independently manage daily accounting processes

## Client Challenges

- Inaccurate financial statements and slow accounting processes
- Cash flow was squeezed by MTM's use of factoring, an expensive and challenging source of capital, to fund operations
- Lack of visibility into reporting exacerbated by outdated software

# Key Benefits & Outcomes

## 41% increase

in revenue in less than two years

## 200% growth

in EBITDA over the last 3 years

## 50% faster

monthly close, generating accurate financial statements in 10 days or less

## 15 new trailers

Secured financing to expand their current fleet and increase volume

## \$100,000+ saved

in annual fees by eliminating factoring as a funding strategy

## SC&H Strategies

- ① **Built an effective cash flow forecast:** Developed cash-saving strategies for immediate ROI and long-term growth
- ② **Implemented Sage Intacct to unlock deeper analytics:** Moving away from legacy spreadsheets allowed MTM to better analyze profitability by category and scale quickly when the trucking industry surged during the pandemic
- ③ **Stabilized cash flow by eliminating factoring and securing a traditional line of credit:** Supported every step of the process, from development of the RFP to negotiating loan terms
- ④ **Reacted quickly to COVID onset and obtained crucial PPP funding:** Provided the bridge financing they needed to weather the cash flow shortfall
- ⑤ **Strategic advising and ongoing support:** Act as an extension of their team to provide accurate financial statements, monthly bookkeeping, and growth opportunities



*As we've grown as a company, SC&H has grown with us. We would not be where we are today without their support."*

**Taylor Santiago**  
Vice President, MTM Trucking



Grow your business faster with SC&H's customizable accounting solutions.

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