

CFO - *On Call*
BUSINESS ADVISORY & CONSULTING

CLIENT CASE STUDIES

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ACCOUNTING TAX ADVISORY

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CFO – On Call was brought in to support the CEO in growing the business by implementing improved accounting processes, helping to raise debt and equity capital, and providing advice and analysis to the CEO and other investors.

Raising Capital | End-to-End Accounting Services
CFO Consulting

Industry : Electrical Contracting & Engineering Services

Situation

For the prior about 5 years, Steinzle Electric Corp employed a Controller, whose background was primarily in taxation and who did their basic financial reporting. His staff included, two staff accountant's and three accounting clerks.

Steinzle's new CEO immediately set to work to improve processes around him to obtain the information he would need to make decisions to grow the company. He wasn't getting the financial reporting that he wanted and knew that he needed better historical and forecasted information—timely information from a better system.

Approach

1. Immediately implemented best practices by cleaning up their accounting system by updating chart of accounts to make more sense.
2. Implemented processes and procedures to streamline their vendor payment and payroll processing systems.
3. Created monthly financial reporting package and rolling forecast, and walked potential investors and financiers through the forecasts.
4. Supported fundraising efforts by responsively preparing analyses that supported investment banking due diligence efforts, including:
 - Analysis of recurring monthly revenue and customer creation cost
 - Break-even analysis to establish cash sufficiency

Results

- Forecasting and nimble analyses supported multi-stage, multi-million dollar capital raise of both debt and equity financing. The Controller and one staff accountant were released which resulted in total direct savings of over \$145,000 a year.

CFO – On Call provided a dynamic interim CFO solution that helped to streamline their sales order completion times, reduce inventory write-off, and fully utilize existing accounting staff. Our CFO was able to work closely with Ingalls’s internal IT department to improve their home-grown ERP system.

Process Improvement | Monthly Financial Reporting
ERP & Accounting System Development | Inventory Management

Industry : Food Production & Bakery

Situation

Ingalls Food Group had recently released its controller of 4 years prior to calling CFO – On Call. The company was behind on important government filings, internal company reporting, and on full ERP implementation, requiring immediate attention with year-end approaching.

Approach

1. Immediately caught the company up on late filings, payables and receivables.
2. Implemented best practice procedures around month-end closing processes and created templates and written procedures for existing accounting staff to implement.
3. Worked intimately with internal IT staff to integrate and customize their home-grown ERP system to produce proper financial reporting and accurate financial information, as well as redo the inventory management process.
4. Improved revenue generation and recognition processes, specifically around sales order completion.

Results

- Reduced their year-end inventory write-off approximately 80% through the improved inventory management and valuation process.
- Improved accounting reporting consolidates all four physical locations for better decision-making around improving performance of each location.
- 80% reduction in back-ordered sales orders through the streamlined sales order completion process.
- Existing accounting staff’s morale greatly improved as our interim CFO involved and empowered them in the problem solving and improvement process.
- Our interim CFO helped them transition to hiring a full-time CFO.

Prepared a robust process for financial projections, enabling the securing of a \$1.5 Million debt financing. Additionally, as a parent company, client benefited from our expertise in improving consolidation process of their information into one single set of financial statements and forecast.

Raising Capital | Financial Projections
CFO Consulting

Industry : Real Estate & Property Management

Situation

Parkway Terrace had a functioning accounting team that provided bookkeeping and financial reporting for each multi-unit residential property. The senior management team came to CFO – On Call to assist with securing a line of credit and with various higher level, CFO projects and needing a part-time CFO.

Approach

1. Assisted the process of raising debt capital through appropriate forecast creation and procedures.
2. Revamped chart of accounts across all the companies to ensure more seamless consolidation process for all properties.
3. Changed accounting procedures and internal controls.
4. Identified numerous blind spots in Operations by understanding processes in place.
5. Implemented more robust cash flow reporting and management process to comply with debt entity's requirements.
6. Provided additional support by performing pre-audit assessment
7. Identified missed deductions and credits in the Corporate tax return.

Results

- Parkway was successful in raising a \$1.5 Million line of credit to finance further growth and expansion.