

CASE STUDY

FRACTIONAL ACCOUNTING SOLUTION AT 60% COST SAVINGS WORKING WITH INVESTMENT BANKERS TO PREPARE FOR BUSINESS EXIT

Our Services

THE COMPANY

Industry: Defense and Space Manufacturing

Entity Type: Privately Held

Operating Region: Western United States

THE PROBLEM

The company's investment bankers were packaging the business for sale and were provided old and inaccurate financial reports. Financials were performed only on a cash basis, once a year by a remote tax preparer. By not having up to date and accrual financial statements the optimum window to sell due to a rapidly changing investor climate.

THE SOLUTION

Investment bankers asked us to help assess and evaluate the financial data and reporting processes. At that point, they were thinking of hiring a full-time controller at a base salary of \$150,000 per year. We offered a fractional solution with Controller oversight and team to help develop a cost-effective process. We were able to get EBITDA financials delivered timely at a fraction of the cost. A full-time traditional Controller was not needed.

THE RESULT

Over \$100K annual cost savings with Controller oversight and timely accrual-based financials have allowed the business to strategically navigate to prepare for a successful exit with potentially higher valuation.



TIMELY FINANCIALS AND PROCESS TO FACILITATE THE TRANSITION OF THE SALE

Financials are accurately and timely prepared on an accrual basis to properly present to potential bankers and investors.



EXPERTLY CRAFTED CUSTOMISED SOLUTION FOR ACCOUNTING AND MONTHLY CLOSE

Crafted a virtual process to deliver accurate and accrual based financial report and analysis to management for strategic decision making.



ANNUAL COST SAVINGS OF 60% INSTEAD OF HIRING A TRADITIONAL CONTROLLER

By partnering with the right fractional solution that offers a monthly subscription, the CEO is pleased with not only the financial deliverables, but achieving this with at monthly cost savings of \$8k per month.

GET IN TOUCH

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