

# CHIEF FINANCIAL OFFICER (CFO) SERVICES PRICING MODEL EXPLAINED

When running a business, it's easy to get caught up in the day-to-day decisions and lose sight of long term goals, or get so fixated on managing cash flow and taxes that everything else fades into the background. If this sounds familiar, then engaging our CFO services could be your ticket to greater business success, as well as the start of developing a business that runs without your constant input.

We'll outline the various services that make up our CFO packages, plus highlight the benefits to you and your business.

## GETTING STARTED:

We offer a range of services in our CFO packages. Because every business is different and requires different support, we want to work with you to tailor the services to the needs of *your business*.

Services can include the following:

- 3-Way Forecast
- Business Plan
- Strategic Planning Session
- Business Health Check
- Government Grants Review
- Annual Business Performance Review
- Business Exit Readiness Assessment and Strategy
- Monthly CFO Reporting (KPI)
- Review Meeting (Quarterly or Monthly)
- Regular Check-ins
- On-Call Advice

## BENEFITS TO YOUR BUSINESS:

### 3-Way Forecast

We use 3-way forecasts to help you see the meaning behind your financials. In a 3-way forecast, we create three different 'what if' scenarios based on the current cash flow forecast.

We provide the following cash flow planning services:

- Understand current spending trends
- Calculate cash flow burn rate
- Identify expenses to cut, reduce and extend
- Prepare a cash flow forecast for three months
- Identify the cash flow shortage and provide potential funding solutions

### Business Plan

A professionally done business plan can improve your business by providing a framework for your goals and a clear path for achieving them.

## Strategic Planning Session

The objective of a strategic planning session is to help you, the business owner, to work on the management of your business - changing the focus to working *on your business*, rather than *in* it.

### Business Health Check

Our business health check gives an overview of what is working well in your business and what needs some more attention. You receive a complimentary report highlighting key areas to focus on in future and helpful insights for what needs to be targeted first.

### Government Grants Review

Funding a business is one of the biggest challenges for any business owner. Our government grants review will help you steer through these confusing waters and gain a solid plan for what government funding avenues are worth pursuing.



# CHIEF FINANCIAL OFFICER (CFO) SERVICES PRICING MODEL EXPLAINED ...continued

## Annual Business Performance Review

The business performance review provides the business owner with a detailed understanding of the performance of its business operations in achieving its strategic objectives and the future direction of the business, and is an important tool to identify areas for improvement.

## Business Exit Readiness Assessment and Strategy

Doing an exit readiness assessment gives you a clear picture of what needs to be done to increase the value of your business before selling it or transferring your business to a family member. Setting up an exit plan helps you to reap the maximum reward off the back of your hard work.

## Monthly CFO Reporting (KPI)

Getting KPI reports is a great way to keep track of what is really happening in your business. What strategies and actions did you do last month? What will you do the next month?

## Review Meeting (Quarterly or Monthly)

The review meeting is where it all comes together - where you identify adjustments necessary to stay on track with the forecast, and meet goals. This is where we help you to identify problems and make changes to your business operations and ongoing forecasts.

## Regular Check-ins

Regular check-ins mean greater accountability and more goals achieved.

## On-Call Advice

You may have questions that need answers ASAP. Our on-call advice service means we are on retainer for the level of on-call help and advice you need.

## DETAILS:

Just like no two individuals are the same, no two businesses are the same. Your information needs and the reporting required to help you achieve your business success will vary depending upon the size and complexity of your business, how often we work with you, and the level of services agreed.

We use a variety of tools to help you see the meaning behind your financials and make sure you are on the right track.

If you don't have budgets, financial models, KPI's or dashboards in place to kick this off, don't worry. We'll help you decide what your business needs before getting started.



## BONUS:

All clients on a monthly package have access to our Pretium Solutions Client Advisory Board. It will provide you with a platform to brainstorm and workshop issues. You will develop confidence about your decision-making skills, knowing you are supported by your professional team of advisors.

## PRICING:

Our CFO packages encompass a wide variety of services. The pricing will depend on which services are selected, the amount of support you require, and the size of your business.

Should your business operations alter significantly causing your business to be classified as a different size category, our service agreement will be varied in accordance with the terms and conditions.

Your agreed services monthly package will be reviewed annually.

For monthly recurring services, the direct debit will occur on the 1st of each month for services provided in the prior month. Out of scope and additional services will be invoiced on the 7th day after the end of the month they are provided.

To discuss your particular business needs, or for more information on our CFO services, please contact us on ph +61 2 9135 8450

