

VIRTUAL CFO



Our team of fully remote, industry-focused virtual CFOs offers the comprehensive financial reporting and forecasting your business needs to grow and thrive.

Whether you're looking for day-to-day outsourced accounting, a high-level virtual CFO or both, you can reach your financial goals with our unique services. Learn more about our levels of service, process and pricing below.

LEVEL 1: VIRTUAL CFO

If you have a growing business that needs professional financial advice (20+ employees / \$5 million+ in annual revenue) but can't afford a full-time CFO or controller, our Virtual CFO service is a perfect fit, providing:

- Year-round strategy with a Virtual CFO and a remote accounting team
- A Virtual CFO to teach you forecasting through non-financial metrics
- Monitoring of metrics to reduce risk and increase profit
- Guidance building your cash reserves to 10% of revenue
- A senior accountant to answer day-to-day questions and assist with analysis and planning
- A tax specialist to ensure no end-of-year surprises
- Access to our leading-edge tech stack
- A team with diverse expertise and significant redundancy to ensure nothing ever stops

LEVEL 2: CONTROLLER

If you're a growing business that needs professional financial advice but can't afford a full-time Controller, our Controller service is the solution for you. Our Controller service provides:

- A Controller and a remote accounting team
- Proactive and strategic cash flow management and dynamic forecasting for future growth
- A senior accountant to answer day-to-day questions and assist with analysis and planning
- A tax specialist to ensure no end-of-year surprises
- Access to our leading-edge tech stack
- A team with diverse expertise and significant redundancy to ensure nothing ever stops

LEVEL 3: TRANSACTIONAL

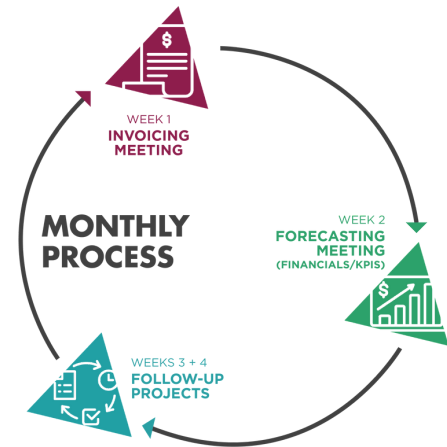
If you're a growing business that needs professional financial advice, our Transactional service can help lay a solid foundation on which your business can grow. Our Transactional service includes:

- Monthly financial statements—including balance sheets, industry financial comparisons and more
- A team ready to provide the strategic planning required to help your business accelerate when you need it

OUR PROCESS

Our process starts with onboarding. Our team works hard during onboarding to get caught up with your existing processes. We look at your past books, build a forecasting model and set of KPIs and perform a detailed review of your financial statements/chart of accounts to make sure we're all on the same page. Each service level has a different meeting cadence. Regardless of the level of service you choose, we are always available anytime for questions, calls and impromptu meetings.

Note: During the onboarding period, our normal weekly fee is doubled to cover the additional resources and effort needed to get up to speed in a timely manner.



HOW MUCH DOES A VIRTUAL CFO COST?

Our team discovers what your needs are and then uses specific criteria to itemize a set price. When you receive a quote from us, this price is all-encompassing, and unless circumstances change, there will be no hidden costs or fees. We price weekly because we are truly a member of your team, not simply another vendor you work with or a traditional accountant that you see once per year. Your employees won't increase their rates like a vendor might, and neither will we.

	TRANSACTIONAL Average \$950/wk	CONTROLLER Average \$1400/wk	VIRTUAL CFO Average \$1900/wk
👤 Typical Client Size	Under 10 Employees	10-20 Employees	20+ Employees
📄 Service Description	Reactive	Proactive	Strategic
🕒 Onboarding	4 Weeks	6 Weeks	8 Weeks
📅 Month-End Close	✓	✓	✓
📄 Financial Statements	✓	✓	✓
🎧 Scheduled Meetings	Up to 1x/Month	Up to 2x/Month	Up to 6x/Month
✉ Online Support	Unlimited	Unlimited	Unlimited
📍 Company-Wide KPIs	X	✓	✓
📅 12-Month Forecasting	X	✓	✓
💰 Revenue Recognition	X	✓	✓
🎯 Incentive Plans	X	X	✓
📄 Performance by Project	X	X	✓
👤 Team Member Performance	X	X	✓
👤 Department Performance	X	X	✓
⚙ Customized Dept. Reports	X	X	✓
🏦 Bank Relationships	X	X	✓

*The average price scales based on revenue and employee count. Final pricing takes into account these factors and a la carte services added on by the client. Pricing has been updated as of 2/21/2023.

