



Finance Leadership On-Demand Govcon, Construction

Company Profile

- Government Contractor, Construction
- \$25 million
- Family owned, woman owned

Position/Timeframe

- CFO
- 5 days/week, 11 months

Situation

- Growing quickly
- Considering a sale of the business
- Accounting and inventory systems not linked
- No financial tracking, reporting or systems in place
- Standard financial operations not being completed

Implementation

- Prepared company for sale including management presentations to potential buyers
- Connected inventory and accounting system through new process created
- Set up monthly closing process and templates
- Elevated/trained accounting employees
- Established reporting for decision making
- International negotiations and lease renewals
- Worked with owners to establish strategic planning initiatives and business changes to sustain revenues, EBITDA and net income

Results

- Better banking terms and credit line was increased
- Accounting team performing at higher level - increased accuracy, more work with fewer personnel



Increased LOC



Increased accounting productivity and accuracy



Increased decision making visibility

Company Comments

“Great job and exactly what was needed.”

Owner