



## Finance Leadership On-Demand Distribution-International

### Company Profile

- International distribution
- Family owned

### Position/Timeframe

- Interim CFO
- 3-4 days/week, 3 months

### Situation

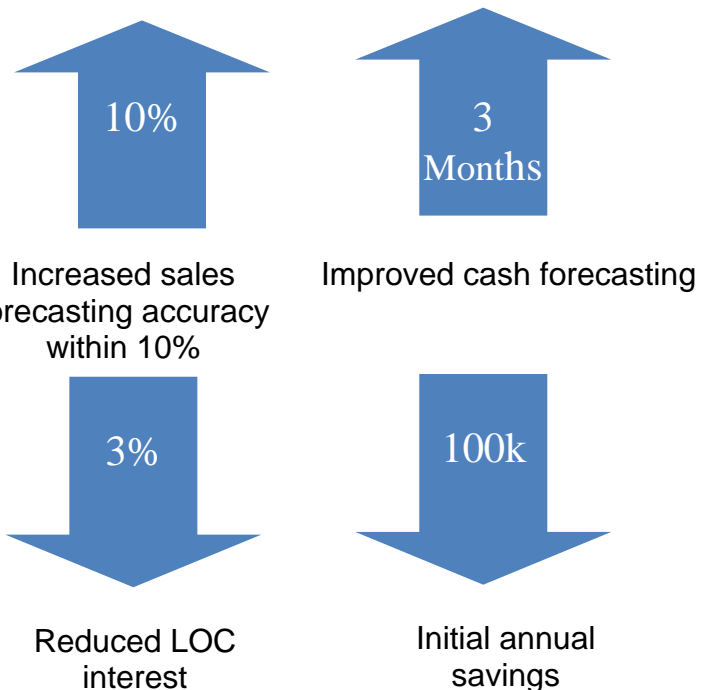
- No reliance on integrity of financials
- Reporting was not timely
- Sales forecasting was not accurate
- Internal systems not suitable for type of company
- Needed to restructure debt and raise additional capital

### Implementation

- Successfully negotiated subordinate debt offering
- Redid financial forecasting models to add integrity to models so they could be relied upon
- Set up new reports to allow VP of Sales to be able to do his job
- Aligned purchasing with sales forecasts

### Results

- Closed subordinated debt in less than two months reducing existing LOC by 3%
- Debt restructuring saved company \$100k annually
- Increased forecasting accuracy with less than 10% deviation
- Improved cash flow forecasting and timely payables



### CEO Comment

“Now I don’t have to be embarrassed when I present financial numbers to outsiders as I no longer need to make excuses for errors made in preparing financial projections.”