

FINANCIAL-MANAGEMENT / ASSESSMENT

giving business owners and managers practical, data-driven decision support

The Sippel Glidden *Financial-Management Reporting Assessment* provides small to mid-sized business owners and managers an opportunity to redefine the way they monitor the health of their companies and guide their awareness and decision-making to key areas of performance that matter the most. Financial statements that only/primarily support tax accounting objectives often lack the consistent, timely detail to spot troublesome trends and take action. Respected turn-around experts agree, based on thousands of Client engagements, that ***inaccurate, detailed-limited financial statements*** – and missing/inadequate cash projections/budgets in particular – were ***universal contributors to business failure***.

Identifying performance reporting drivers is a critical step when businesses are:

- ▶ Lacking a financial/business model and plan
- ▶ Not partitioning sources of revenue in detail
- ▶ Failing to align cost-of-goods sold to revenue sources for margin visibility
- ▶ Missing out when leverage enabled by COGS detail is hidden
- ▶ Ignoring indirect cost allocation
- ▶ Not properly tying overhead costs to revenue sources
- ▶ Not projecting cash-flow accurately and establishing/implementing budgets

Our Reporting Assessment approach is both valuable and practical – and confidential! The results we deliver are intended to be positive and transformational. We are able to provide you an independent perspective as well as the financial/managerial experience to better organize and input to your reporting system, quickly surfacing opportunities to improve/grow.

How will you benefit from a Financial-Management Reporting Assessment?

- Avoid the distraction and cost of diverting high-value staff to 'problem' assignments
 - Gain skill/experience of practiced specialists independent of internal bias
 - Receive discrete, high-value management advice/counsel
 - Regain control/confidence over objectives, planning, and operations
- Access fast, timely, affordable results, professional advice, and transitional support

Contact Sippel Glidden for a free, no-obligation consultation with one of our Decision Support specialists, or to request more information. Sippel Glidden is a business advisory services practice, providing Governance and Leadership, Strategy/Planning, Finance, Marketing and Sales, Operations/IT, and Human Resources support.

Do you know what specific specific areas of your business have the most impact on profit margin?