



Interim CFO *Services*

**Maintain Business Continuity.
Get an Unbiased Assessment of Your
Finance and Accounting Function.
*Set a Clear Path Forward.***

The termination or unexpected departure of the Chief Financial Officer (CFO) creates a gap in the leadership team which if unaddressed can severely impact operating performance. The finance and accounting department is often the least understood (and least appreciated) by other executive team leaders who have intimate knowledge of sales, marketing, manufacturing, or technology, but lack depth and breadth of experience with financial operations. And typically, only the largest companies have the bench strength which enables an existing member of the finance team to step into the role on even a short-term basis.

8020 Consulting specializes in helping companies mitigate the risks associated with CFO departures by turning what's often a negative event into a strategic opportunity. Our experienced Interim CFO consultants can assume the leadership of the finance and accounting function and develop effective strategies and tactics for moving forward with minimal disruption in day-to-day operations. With an 8020 Interim CFO in place, companies can maintain continuity, improve their financial operations in the near term, and recalibrate their search for the full-time CFO replacement.



Our Experienced Interim CFOs *Produce from Day 1*

In our Pre-Engagement Process, we work with you to fully understand Executive sponsorship's perspective on priorities, key initiatives, risks, and opportunities facing the company and the finance function.

Our team's comprehensive approach focuses on 3 major areas:

1

Introductions, Assessments, and Business Continuity

- Meet with the executive team to define needs, objectives, and expectations.
- Work with resident accounting and finance team members to assess tools, skill sets, roles, responsibilities, and potential strategic and tactical gaps.
- Provide technical accounting and strategic decision-making guidance as needed.
- Understand company KPIs and assess if they match goals, are actively being reported and monitored, and whether other KPIs are better suited to achieve goals.
- Assess short-term cash flow situation.
- Examine accounts receivable and accounts payable processes.
- Review financial reporting and the close process for timeliness and efficiency.
- Identify financial systems and assess usage and optimization opportunities.
- Develop and maintain banking relationships and facilitate cash flow.

2

Improvements to Reporting and Workflow

- Align company and departmental objectives with the work being performed.
- Define short- and long-term priorities to focus energy on the greatest-impact items.
- Rational existing management reporting packages or and finance related departmental reporting.
- Model potential deals for use in strategic decision making.
- Create cash flow tracking tools and improve accounts receivable and accounts payable processes if needed.
- Identify and implement unused or underused capabilities of existing financial systems for greatest short-term impact.

3

Recalibration of CFO Position Profile Through Selection, Hiring, and Onboarding of New CFO

- Support the creation of a new, recalibrated position profile, and participate in the interview and selection process.
- Retrain other department staff as needed.
- Create new written desk-level procedures for the role.
- Train the new CFO, confirm transition readiness, and complete the handoff

*"We love the alignment
8020's business model
creates between our
people and our clients"*



A Few of Our *Past Interim CFO Services Clients*

A Real Estate Developer Specializing in High-End Custom Homes: The 8020 Interim CFO performed work including the implementation of a comprehensive budgeting and financial reporting package for three distinct business lines: real estate development, rental property management, and brokerage.

A PE-Backed Aerospace Company: The 8020 Interim CFO led a carve-out of a major business unit to establish a standalone entity, implemented a variety of Oracle modules, and improved policy and process across the accounting organization.

A Highly Innovative Commercial Bakery: The 8020 Interim CFO was responsible for directing the company's financial performance and setting administrative policy. He also provided financial oversight of a capacity expansion project, which tripled the production capacity of the business.

A Highly Respected and Public Advertising Agency: The 8020 Interim CFO shepherded the team through year-end internal and external audits while simultaneously providing support for the cleanup of two key systems implementations.

A Silicon Valley-Based Tech Firm That Specialized in Cloud-Based Storage Technologies: This firm was newly acquired by a PE firm. The 8020 Interim CFO led the post-acquisition integration with another company owned by the PE firm and had oversight of all accounting, finance, and treasury processes. He also assessed finance and operations team and managed finance team and assisted in the restructuring and relocation of the company's offices.

A Marketing Services Company in the Entertainment Industry: The 8020 Interim CFO led a restructuring process to optimize the cash flow of the business. During that process, a major business division was eliminated, and focus was shifted to more profitable business lines. The Interim CFO also worked to clean up key customer receivable accounts and billings and improved cash flow.

A Startup in the Entertainment Industry: The 8020 Interim CFO established an initial reporting structure and key processes and systems for the business, and worked closely with investors on key reporting requirements and established reporting tools. A key requirements list for the CFO search was also created to help procure the full-time CFO.



Core Benefits of Our Interim CFO Services

- 1 Immediate installation of an established and experienced financial leader
- 2 Business continuity while setting longer-term strategies
- 3 Unbiased third-party perspective on your finance function
- 4 Strategic financial and technical accounting guidance
- 5 Best practice approaches to recalibration of CFO role and active support of interviewing and selection process.



Bring in the *Experts*

8020 Consulting applies the intellectual capital, technical expertise and energy of our team to address a range of financial projects for clients ranging from Fortune 50 companies to middle market and venture backed firms.

Every instance of key manager turnover is an opportunity to reevaluate the position and realign responsibilities and mandates with organizational objectives, and this recalibration needs to take place before a replacement is hired. If you need an Interim CFO immediately, have experienced turnover in the finance function, or want a high-level assessment of your financial operations, 8020 Consulting can help. You can find us online at 8020consulting.com, or call us anytime at 855.367.8020.



For more information, *contact:*

8020 Consulting
contactus@8020consulting.com

6303 Owensmouth Ave, 10th Fl.
Woodland Hills, CA 91367

855.367.8020

