

## **Clients Profile (Partial List Only)**

**Client Size:** Small medium businesses with an annual turnover from USD 1 mn to 350 mn.

**Geographic Spread:** We have clients across USA (across 12 states), UK, Canada, Australia and even Japan

**Industry Sectors:** Construction, Real Estate (Property Management), Retail and Wholesale, Logistics, IT and CPAs

### **Property Management**

1. A midsize real estate property management firm based out of Gardena, CA. They manage properties throughout southern California, Orange County, and Inland Empire for over 30 years. The firm has about 1500 high rental premium units under management

#### *Our Services:*

We provide Accounts Payable and Property Accounting services including reconciliations, record keeping, variance analysis, month-end reporting, financial analysis dashboards and business analysis services. We also provide maintenance related processing and marketing support services to them. These include creation of maintenance work orders, exit surveys of tenants, vacant units' listings in popular rental sites and many other tasks. We have a team of ten people working for them. We also prepare bank related financial documents for review by senior management of the client.

Software: Appfolio, QuickBooks and Advanced Use of excel

2. A vertically integrated, full service real estate company based out of Bellevue, WA. They specialize in commercial properties. The firm has more than 10,000 units under management

#### *Our Services:*

We provide Accounts Payable and Property Accounting services including reconciliations (bank, escrow, replacement reserves and trustee accounts), variance analysis and detailed month-end reporting. We also perform year-end finalization and audit support services for them. We have four property accountants and one AP person working for them.

Software: RealPage- OneSite, Timberline

3. A well-known real estate firm based in Tampa (FL). They specialize in commercial real estate investment and property management services.

*Our Services:*

We provided daily accounting and management reporting services. Accounting services include coding of payables, running rents, booking receipts, reconciliations and monthly closing and reporting.

Software: MRI, Avid Payable

4. A full service management company based out of Denver (CO) with extensive experience in both single and multifamily residential rental properties.

*Our Services:*

We provide accounts payable processing, complete tenant accounting services (processing move-ins, move-outs, rent run, rent payments processing, tenant rebilling, collection support etc.), bank and escrow reconciliation, general ledger maintenance and monthly management reports.

Software: Yardi Genesis

5. A full service real estate firm, offering property management, brokerage, construction, and development services. The company is based in Miami (FL)

*Our Services:*

We provide accounts payable and property accounting services- reconciliations, financial analysis, financial statements including budget comparisons, balance sheet and cash flow statements and monthly financial reports. We have a team of five people working for them.

Software: RealPage, Yardi Genesis and Yardi Voyager

6. A well known property management firm in Tampa (FL). They manage a wide variety of commercial real estate assets and provide property management services to 3<sup>rd</sup> party commercial real estate owners. The company currently manages over \$60M in commercial real estate assets.

*Our Services:*

We provide accounts payable, complete tenant accounting (rent runs, processing rents, processing move-ins and move-outs, utility bill back processing), escrow and bank reconciliation, mortgage reconciliation, general ledger maintenance, budgeting support, variance analysis, CAM reconciliations, year-end finalization and monthly management reports

Software: Spectra

7. A rapidly growing real estate firm based out of Tacoma, Washington. They specialize in single and multifamily residential rental properties.

*Our Services:*

We provide complete accounting services including invoicing, expense accounting, accounts payable, accounts receivable, bank reconciliation, general ledger and monthly management reports.

Software: Appfolio

8. A small property management firm based out of New York managing multifamily residential rental properties.

*Our Services:*

We provide complete accounting services including invoicing, expense accounting, accounts payable, accounts receivable, bank reconciliation, general ledger and monthly management reports, year-end finalization

Software: Yardi Genesis

9. A privately owned company based in Austin, Texas specializing in the start, acquisition and operation of real estate and operating companies

*Our Services:*

We provide complete accounting services including accounts payable, bank reconciliation, general ledger and monthly management reports

Software: QuickBooks

## **Construction**

1. A well known Canadian Retail Estate developer based in Vancouver with proven expertise in construction and developing high rise concrete homes.

### *Our Services:*

We provide accounts payable processing services including capture of images, entry of invoices, appropriate routing for approvals and generation of reports.

Software: TimberScan

## **Logistics and Supply Chain**

1. A 100 year old moving and storage company headquartered in Colorado with multi-state operations. The firms' revenues are about 50-75 mn and has about 250 employees.

### *Our services:*

Accounting: Processing of receipts (cash-application services), general ledger maintenance (including clearing accounts), payroll account, bank reconciliation and intercompany reconciliation services

Software: Great Plains

## **IT and ITES**

1. A well-known IT firm based in Tampa (FL).

### *Our services:*

Customer billing, accounts receivable processing, accounts payable processing, bank reconciliations, month end financials, Simple Management Reports and general ledger maintenance and review of Financials

Software: QuickBooks, Tigerpaw

2. Based out of Omaha, USA, a leading provider of outsourced customer service solutions including inbound, outbound and technical support

### *Our services:*

Complete accounting (except AR) including payroll and monthly finalization of accounts. We also provide budgeting, management reporting and monthly financial and business analysis services.

### **CPAs and Accountancy firms**

1. A mid-sized accountancy firm based in Dallas, Texas. The Client provides accounting, payroll and individual and corporate tax return preparation services to a diverse mix of small-medium businesses.

#### *Our Services:*

Monthly bookkeeping, year-end closing, and write-up services

2. A CPA firm based in Tampa Bay, FL providing accounting, write-up, tax-consulting and advisory services to small mid-sized businesses in services, contractors, and retail stores

#### *Our Services:*

Monthly write-up (bookkeeping) services in QuickBooks. We also generate monthly financial statements for the clients.

### **Retail**

1. A mid sized rapidly growing furniture distribution and retailing company based out of Idaho in USA, supplying a large retail companies like Home Depot as well as retail customers.

#### *Our Services:*

Bank reconciliation, inventory, account payables, reimbursement tracking, handling charge-backs and back-orders, balance sheet transactions and payroll

2. A luxury resort wear firm based in UK known for signature silhouettes, a feminine aesthetic and distinctive designer beachwear

#### *Our Services:*

Bank reconciliation, account payables, balance sheet transactions and tax return

3. An online store selling a vast range of luggage related products like suitcases. The company's website has one of the largest hits in this category.

*Our Services:*

Complete back-end accounting-payables (from reconciling POs against vendor invoices, checking if Gross margins are maintained, generating payments and AP reporting), receivables (entering gross sales and merchant account reconciliation), bank and credit card reconciliation, customized management reporting and complete financial analysis. For e.g. we did a shipping expense analysis to locate vendors with high drop ship fees and suggest suitable corrective measures.

3. A niche and fast growing retail consultancy company based in Ohio, USA providing data warehousing, business intelligence and analytics services to retail stores and manufacturers

*Our Services:*

Generation, testing and analysis of customized excel reports from POS retail data. This project involves extensive use of excel skills.