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UNIJA CFO ON DEMAND

ANALYSIS. DRAFTING. IMPLEMENTATION.

UNIJA CFO ON DEMAND

A N A L Y S I S . D R A F T I N G . I M P L E M E N T A T I O N .

A successful company must be constantly adaptable and ready for challenges in all aspects of its operations. However, in most companies, it is often challenging to find a specialized financial expert even though they face complex financial challenges every day. Solving these challenges usually falls within the domain of accountants, but they often lack specific knowledge for such tasks. UNIJA CFO ON DEMAND allows you to always be prepared for various demanding financial processes with a solid partner by your side.



Accountants mostly focus on past events in the company, ensuring compliance with laws and standards, and preparing data for audits. On the other hand, financial professionals use the data obtained from accountants to **collaborate with business owners, consolidate business resources, assist in promoting growth, and, through the analysis of past events and the planning of future events, aid in making strategic decisions, both in the long term and in day-to-day operations.**

WHAT IS THE HIRING OF A CHIEF FINANCIAL OFFICER (CFO) ON DEMAND

Hiring a financial director, also known as CFO On Demand (Chief Financial Officer On Demand), is a process where a company hires a highly skilled professional to manage its financial activities. The role of the financial director is increasingly marked by sustainable aspects of business, as sustainable operations become a key component of the company's financial strategy. Monitoring, evaluating, and managing the sustainable aspects of a company are becoming an indispensable part of the financial role in the modern business landscape.

Hiring a financial director plays a crucial role in ensuring the sustainable viability of the company's growth and development, as this person must align the financial strategy with sustainable goals and practices.

GOALS OF CFO ON DEMAND

- **Provide an expert to shape and achieve the company's financial goals,** establishing a system of key performance indicators to meet operational objectives.
- **Professionalize the financial function within the company** and pave the way for stable future growth and high-quality sources of financing.
- **Improve key and critical processes,** as well as infrastructure related to finances.
- **Develop high-quality and timely reports** and other tools as essential instruments for effective company management.
- **Relieve companies** from the financial burden of hiring a full-time CFO.

KEY ADVANTAGES OF CFO ON DEMAND

- **Flexibility:** Companies can hire a CFO On Demand when needed, such as for specific periods like projects, financing, or restructuring, regular monthly business monitoring, and supporting management in identifying deviations and proposing appropriate improvements.
- **No Fixed Costs:** It is an effective way to reduce ongoing costs of employing a full-time financial director, as the company only pays for the services it actually needs.
- **Access to Expert Knowledge:** Companies can leverage the rich experience and expertise of an experienced CFO without the need for permanent employment, gaining expert knowledge in market understanding and insights into best practices.
- **Financial Management and Strategy:** CFO On Demand can assist in shaping financial strategy, risk management, budget preparation, cost analysis, and the preparation of financial reports.
- **Decision Support:** CFO On Demand can advise company management on financial decisions and strategies.
- **Addressing Specific Issues:** These services can also be beneficial for addressing specific financial challenges or projects, such as mergers, acquisitions, or restructuring.



WHY CFO ON DEMAND



EXPERIENCE AND MARKET KNOWLEDGE

A CFO brings experience, knowledge of similar markets, and a wealth of expertise to your company. An external financial director can assist in cost management, risk analysis, and maximizing margins. Your CFO will help you in preparing a business model and financial strategy, presenting a network of potential suppliers and partners for the sustainable success of your company. By hiring a CFO, your company gains specific knowledge to immediately address all financial questions and challenges it faces.



FINANCIAL LEADERSHIP AND ANALYTICAL SUPPORT

The service is designed to provide proactive support to management in determining and improving financial management. Through in-depth analysis and expert advice, you receive a service that identifies deviations from plans, meaning monitoring and analyzing actual results compared to planned results, helping identify discrepancies and their subsequent impacts on operations. The service also includes the development of KPIs and advice for improvement. Through close collaboration, key performance indicators (KPIs) are developed that are tailored to the characteristics of the company's operations. Due to the interdisciplinary nature and rich experience, CFO On Demand advises on best practices to improve conditions in specific areas.



CASH FLOW MANAGEMENT

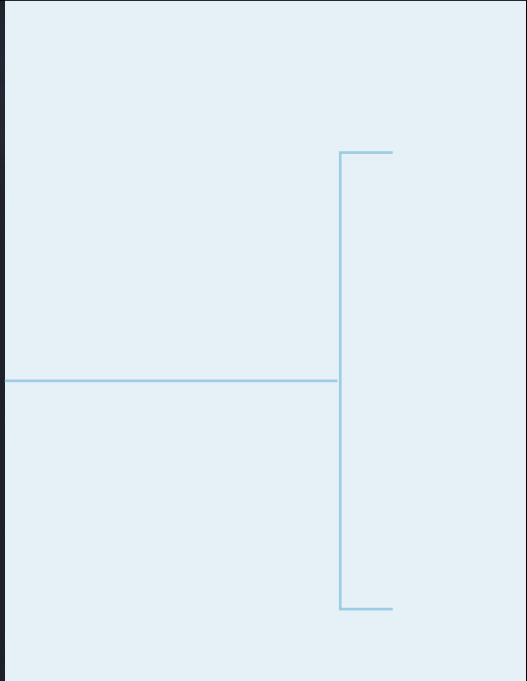
The support provided by CFO On Demand in cash flow management is tailored to the specific needs of each company. Proper planning and financial management are crucial for the financial stability and growth of the organization. This can involve various activities and solutions that help improve liquidity and efficient financial management. CFO On Demand conducts analyses of past events and develops forecasts for the future, allowing for a better understanding of future financial needs and preparation for potential challenges. In addition, it reviews existing financial management processes and suggests improvements for better efficiency.



BUSINESS PLANNING AND FINANCIAL PROJECTIONS

Our CFO On Demand service is designed to enhance control over the company's operations and better plan for future steps. Through financial projections and planning, it enables better management of carefully set business goals. Simultaneously, it diligently monitors business results and identifies any deviations from planned objectives. It includes monitoring and analyzing key areas such as sales, procurement, costs, receivables, liabilities, productivity, profitability, and cash flow. When we identify discrepancies, we assist you in formulating appropriate measures to improve specific areas, increasing the efficiency and profitability of your company.

Our products are designed to help improve financial management focused on sustainable growth and success. With expert advice, an analytical approach, and effective planning, we provide solutions that will strengthen your business and enable you to successfully achieve and monitor your business goals.



A successful entrepreneur set a goal to double revenues every 5 years and expand his business to neighboring markets. Faced with the challenges of rapid growth and the need for better planning, he sought a solution. The implementation of integrated business planning and the acquisition of expert support through »CFO On Demand« became crucial steps. All of this allowed for **better demand forecasting, inventory optimization, and risk management**, while the financial management expert **provided precise analysis of financial operations, cash flow management, cost optimization, business profitability, financing strategy, and continuous monitoring of business results.**

The results did not disappoint. The company grew rapidly, expanded into foreign markets, and achieved its set goals. **The expert support of »CFO On Demand« significantly contributed to better growth management and meeting customer needs.** This case demonstrates that with planning, clear goals, adaptation, and expert support, success can be achieved in the business world.



BUSINESS ANALYSIS

It analyzes your revenues and costs, identifying areas that are not operating efficiently. It increases your margins by analyzing current costs and strategically setting prices. The CFO creates professional financial forecasts necessary for various purposes, including budgeting, obtaining financial resources, analyzing the company's situation, projecting growth, restructuring, etc. A good financial director will have rich experience in forecasting and will provide a detailed forecast based on your long-term goals. All fixed and variable costs are optimized to help your business reach its maximum capacity. Optimize your business model by increasing revenue streams and reducing associated costs.



FUNDING ACQUISITION

Increasing external debt or equity? An external financial director can help choose financing sources by providing a strategy, assisting in due diligence, participating in meetings, advising on the right mix of debt and equity financing, and negotiating the most favorable options for the company. If you want your CFO to prepare your company for external financing and investments, they will identify areas and strategies to address these areas.



RISK MITIGATION AND INTERNAL CONTROL

Risk is an integral part of business. To identify and manage business risks, the CFO conducts a detailed analysis of your business cycle and business environment. It helps you take steps to develop standardized operational procedures and controlling tools, where risk is reduced while production is optimized.

Find out how
CFO On Demand
could help your
business!

Contact us, and together
we will explore collaboration options.



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