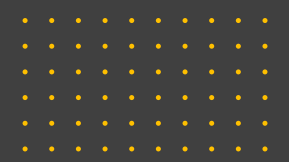
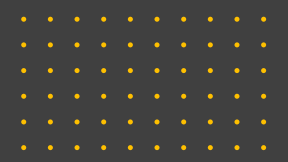
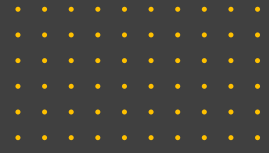




COMPANY PROFILE





WELCOME TO OUR COMPANY

CFO CRAFT provides Business Strategy and Financial Management services.





ABOUT US

We help organisations in building Business Strategy & Financial Management. It includes creating Business & Financial Plan, Forecasting, Budgeting, Risk Management, Cash Flow management and Financial Reporting.

We work with organisations in building efficient operational support systems, strong internal controls by implementation of SOPs, implementation of ERP systems and timely reporting mechanism to management.

[More Information](#)

CFO[®]

CRAFT

Crafting Success Stories Together

ABOUT FOUNDER



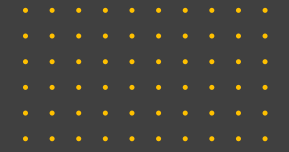
Sudhir Gawandi possesses over 25 years of experience in Business Strategy, Financial Management, and Leadership within diverse industry landscapes. With a proven track record as a Business Head and Chief Financial Officer across multiple organizations, Sudhir has consistently demonstrated expertise in steering successful Acquisitions and overseeing seamless Integrations of acquired entities.

His proficiency extends to various facets of business operations, including Business Strategy formulation, Financial Management optimization, and Project Management. It encompasses Implementation of Business Initiatives, integration of ERP systems, streamlining processes through Automation, and the establishment of insightful Dashboards and Management Information Systems.

Sudhir's strategic acumen extends restructuring initiatives aligned with business objectives. His robust skill set includes extensive experience in Business Valuations, Due Diligences, crafting Capital structuring, Product Pricing Strategies and navigating complexities in Tax and Transfer Pricing domains.



LEADERSHIP TEAM



Mukesh Gupta
Director-
Assurance



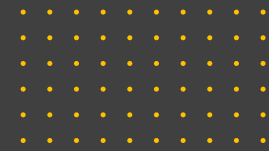
Sanika Gawandi
Director-
CFO Services



Nihar Dharod
Director-
Indirect Tax



Asmita Vagal
Principal -
Consultant



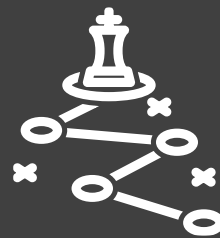
5

STAGES OF OUR SERVICES

1

INITIAL CONSULTATION

Comprehend client objectives, evaluate the current situation, and pinpoint obstacles

2

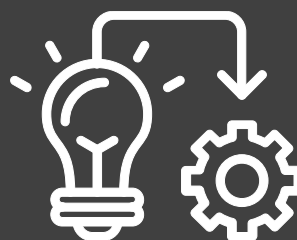
STRATEGIC PLANNING

Create customized strategies that align with the client's goals

3

PLAN PRESENTATION

Share strategies, engage in discussions, and reach conclusions with client's input

4

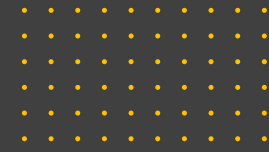
IMPLEMENTATION SUPPORT

Provide guidance and support for implementing strategies successfully

5

CONTINUOUS EVALUATION

Track the progress, offer feedback, and adjust strategies as necessary



OUR SERVICE



CFO Services



Business Strategy & Planning



Business Process Transformation



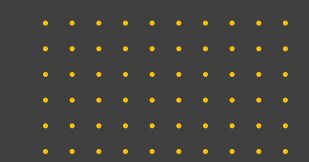
Business Process Optimising



Business Intelligence & Analysis



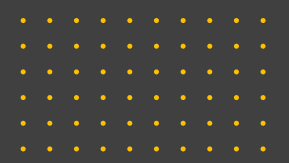
Cash Management & Funding





CFO SERVICES

We takes care of



Financial Systems

Financial Reporting

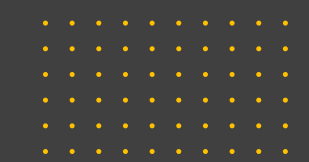


Cashflow Management

Compliance Management



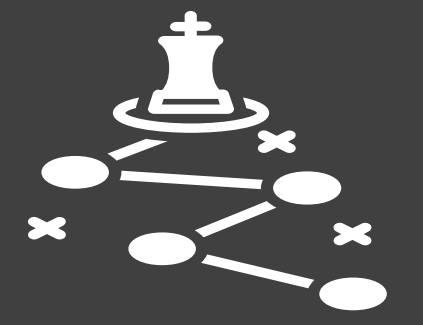
Audit Assistance





BUSINESS STRATEGY & PLANNING

Creation of Strategy Document



Addressable Market

Marketing & Sales



Marketing



Sales



Product Roadmap

Manufacturing/ Sourcing Plan



Manufacturing/ Sourcing



Locations



Key Suppliers



Risk Management



Financial Plan





BUSINESS PROCESS TRANSFORMATION

Transform Business with



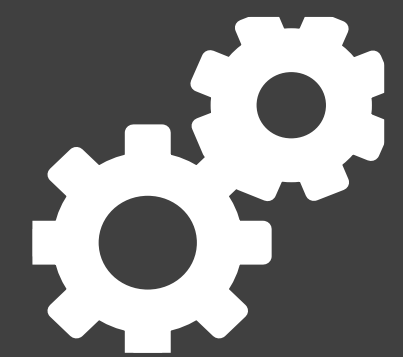
ERP Implementation

Credit Management

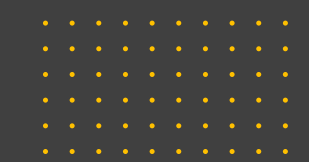
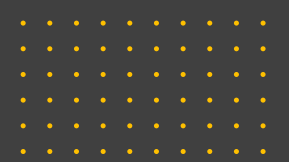


ERP Optimisation

Payroll processing



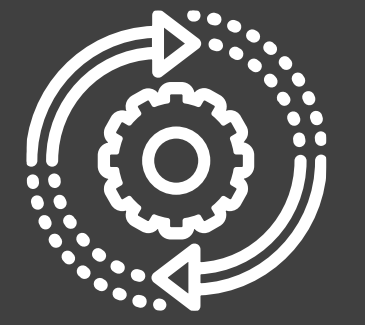
Transaction processing





BUSINESS PROCESS OPTIMISING

Productive Business with



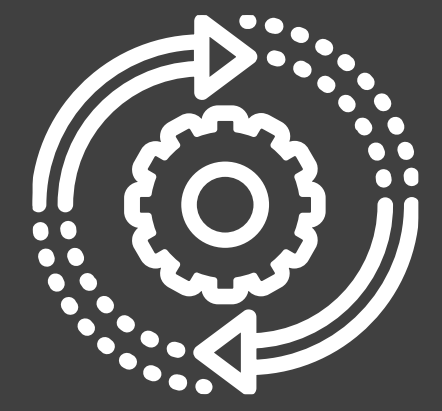
Financial Management

Sourcing and Purchases

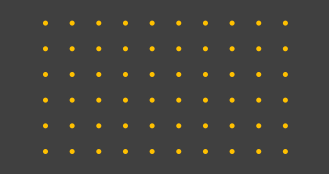


Inventory management

Production Planning



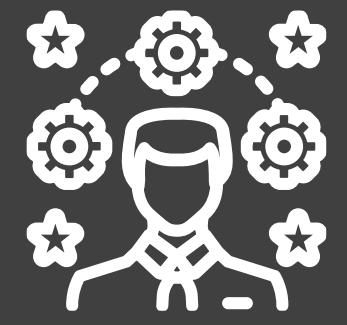
Sales and Distribution





BUSINESS INTELLIGENCE & ANALYSIS

Visibility on Business with






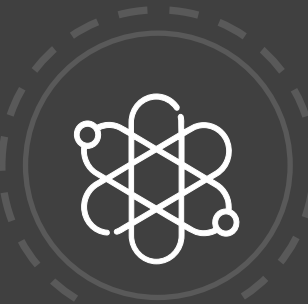

Long-Term Value drivers


Plan / Budget

Planning

Key Drivers

 
Sales Pipeline Peer Benchmarking

 
Cash Flow Current Initiatives

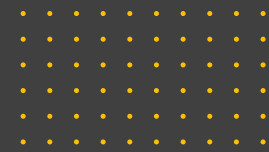

Industry Metrics


Variance Analysis

Parameter

Reporting








CASH MANAGEMENT AND FUNDING

Fund Management




Projections


Evaluation & Funding




Funding Options




Assistance in Fund Raising




Arrangement with Banks



Capital Restructuring




Working Capital Optimisation




Tracking

Monitoring

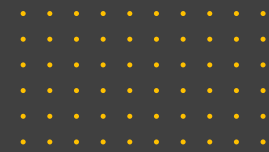
Reporting

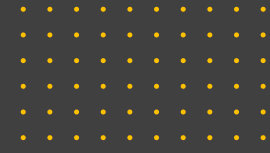


Advance Alerts



Weekly Reporting





CONTACT US



(+91) 98925 60660



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off Western Express Highway, Goregaon East,
Mumbai 400063, India





THANK
YOU

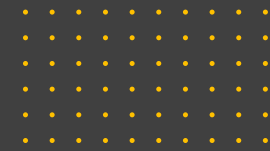
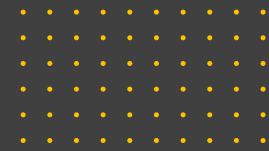
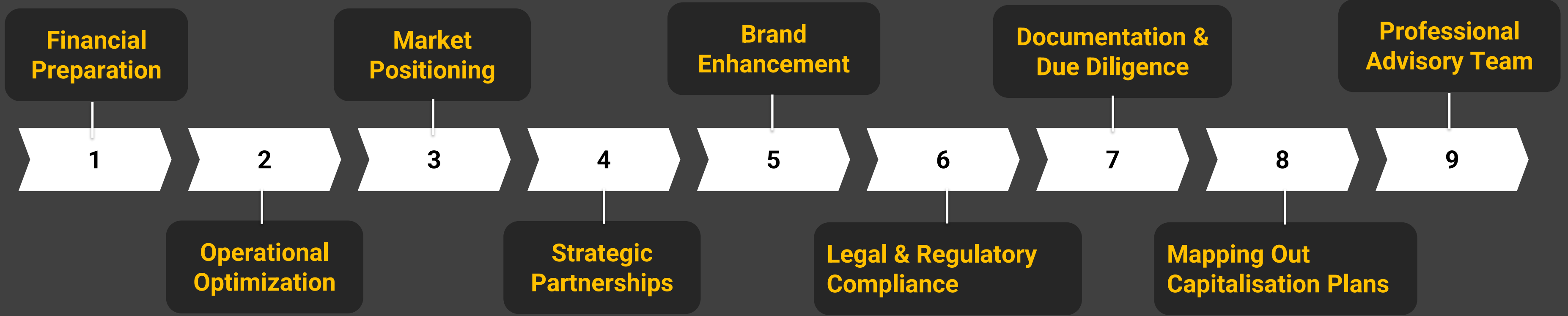




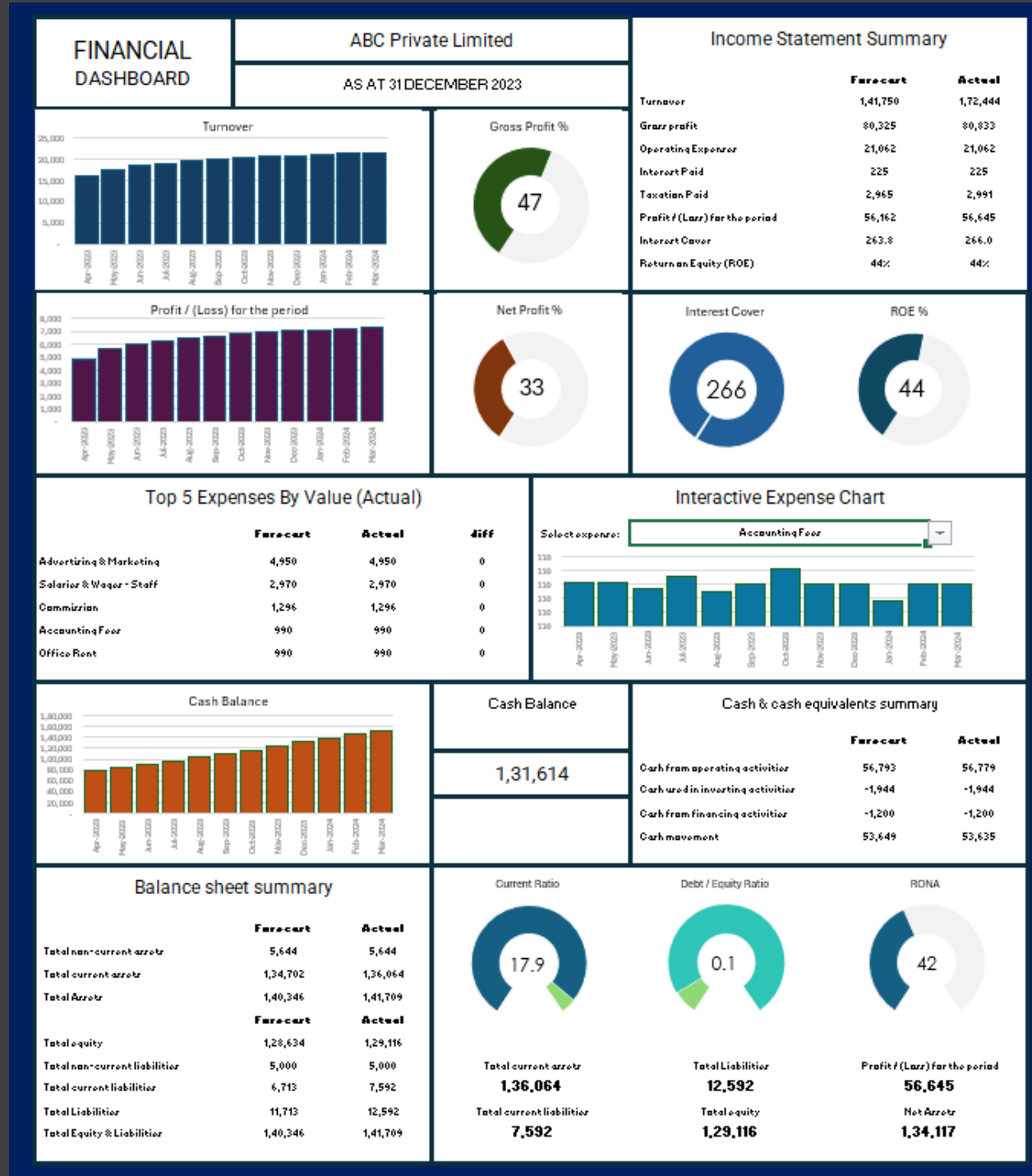
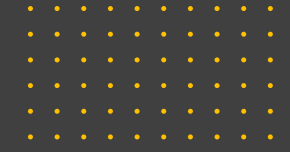
BACK UP SLIDES



Roadmap for Sustainable Growth



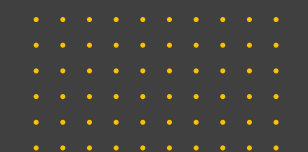
Example: MIS and Dashboards

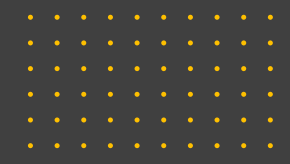


ABC Private Limited

Profit & Loss Account for the period ended 31 December 2023

	Current Month				Prior Year
	Forecast	Actual	Variance	Variance %	
Turnover	15,750	20,845	5,095	32.3%	17,371
Cost of Sales	6,825	11,074	(4,249)	(62.3%)	9,120
Gross profit	8,925	9,771	846	9.5%	8,251
Gross profit %	56.7%	46.9%	(9.8%)		47.5%
Other Income	10	10	-	-	10
Operating Expenses	2,345	2,345	-	-	2,116
Profit / (Loss) before interest & tax	6,590	7,436	846	12.8%	6,145
Interest Paid	25	25	-	-	25
Profit / (Loss) before tax	6,565	7,411	846	12.9%	6,120
Taxation Paid	329	372	(42)	(12.8%)	307
Profit / (Loss) for the period	6,236	7,039	804	12.9%	5,813
Retained Earnings - beginning of period	1,12,498	1,12,177	(321)	(0.3%)	40,047
Dividends Paid	100	100	-	-	100
Retained earnings at end of period	1,18,634	1,19,116	483	0.4%	45,759





Example SOP: O2C (Order to Cash)

Standard Operating Procedure (SOP)
Order to Cash (O2C) Process

