



Finance Consulting Limited
Liability Company

Business Plan

Sanjeet Tummalapalli: Owner

Table of Contents

Executive Summary.....Page 3

Company Description.....Page 5

Services.....Page 7

Market.....Page 9

Financial Business Model.....Page 10

Risk Management.....Page 11

Source Citations.....Page 12

Executive Summary

Services

The Finance Consulting LLC has the purpose of assisting various corporations and businesses, disregarding their market prowess, solve financial issues and create a feasible, efficient financial strategy that will maximize their profits and bar any future complications from occurring. The strategies implemented will be regarding numerous aspects of the client's business which are dependent on the client's needs and can range from supply chain management all the way to marketing.

Clientele

The clients for Finance Consulting LLC will be varied due to the versatility of the company which allows clients that may have very different financial issues to be properly assisted by a skilled team. The Finance Consulting LLC does not discriminate against assisting small businesses but is also fully capable of successfully solving the financial issues of large corporations and firms who contain more complexities in their business structure.

Competitors

The Financial Consulting LLC will be facing a highly competitive market due to the numerous consulting firms available for companies to choose from, however, the Financial Consulting LLC will be able to win many clients due to the sheer amount of corporations and businesses that have trouble with their finances, regardless of their market share. Nonetheless, in order for the Financial Consulting LLC to be able to gain clients, the owners will be required to have guaranteed clients from previous projects in order to ensure that the Financial Consulting LLC will have some experience and reviews to assist with winning bidding situations.

Growth

The consulting market is very vast and fast growing due to the number of corporations and businesses that require help with finance based issues which projects fast growth for the Financial Consulting LLC. This entails an increased employee list which will then spur greater profits because it gives the Financial Consulting LLC the opportunity to assist more clients at the same time and eventually scale up the entire LLC.

Company Description

Objective

The Financial Consulting LLC's primary objective is to maintain steady profit by assisting various different corporations and businesses with their financial issues that are hurting their business. The Financial Consulting LLC's main difference from their competitors is their greater efficiency with creating a successful solution for their clients. The Financial Consulting LLC is able to do this because they understand that financial issues can be subtle or obvious but will always hinder the business's ability to gain profit which is detrimental to a business's growth. Therefore, the Financial Consulting LLC's main objective in assisting client is to solve the issue at hand as quickly and efficiently as possible to ensure that the client can continue their growth and profit with the least possible amount of time spent attempting to rectify the issue.

Strategy

The Financial Consulting LLC's strategy includes three main steps that will effectively lead to a solution. The process begins with the identification step where an analytics team will observe the day-to-day business of the client and collect profit data, expense reports, and other information related to the issue in order to pinpoint what exactly is causing the client to have financial issues. The next step after identifying the issue is the troubleshooting step where a team that is specialized to solving that issue, whether it pertains to the clients supply chain, expenses, taxes, bankruptcy, or mergers, will use their experience and insight to efficiently solve the issue by collaborating effectively with the client and all the people that are part of the troubleshooting team. Next, the troubleshooting team will present their possible solutions to the issue to the client with each solution's advantages, disadvantages, and price in a detailed presentation which will include forecasts of the client's profits with each different solution implemented. The final step in the process is the implementation step which entails the Financial

Consulting LLC to monitor the success of their solution by being at the client site once a week for of one months to ensure that the solution works smoothly and then creating a mid-term report of the solution's success after three months and a final report after six months which will be presented to the client.

Legal Structure

The Financial Consulting company is classified as a limited liability company (LLC) which is beneficial to the business due to the fact that an LLC entails the owner to submit their profit and loss individually on their tax returns which avoids a corporate double tax, which is also known as pass-through taxation. Also, as an LLC, the company is not required to hold consistent meetings with the directors and shareholders of the company and being an LLC offers the option to distribute profits flexibly with no strict proportional distribution which saves time and allows the company to grow faster because they can allocate funds to specific aspects that will assist the company's growth instead of being required to proportionally allocate profits.

Services

Offered Services

The Financial Consulting LLC offers a wide range of services as a result of their skilled and versatile workforce that can assist both large corporations and small businesses. The Financial Consulting LLC services include growth strategy, expense reduction, capital increase, mergers and acquisitions, bankruptcy and turnaround reconstruction, and supply chain management. Growth strategy includes utilizing a client's past profit data, expense reports and other related information to create a specialized strategy that will assist the client with their growth by deciding which aspects must be invested in more than others. Expense reduction is intertwined with capital increase and is achieved by reviewing which aspects of the client's business can be reduced to minimize expenses and which aspects are vital to the business's long term success. Mergers and acquisitions deal with clients that are considering merging or buying out another business or are in the process of doing so. These clients need assistance with determining which aspects of the business should be kept and which should be changed in order to create a safe and profitable forecast for the new, enlarged business. Bankruptcy and turnaround reconstruction pertains to assisting a client that is struggling to make profits and is close to bankruptcy or liquidation. This assistance is done by assessing the business thoroughly and determining what aspects must be changed such as possible downsizing or new partnerships. Supply chain management assists businesses or corporations that market a certain product by cutting costs wherever possible and using the surplus for increasing another section of the supply chain. This is done by assessing the primary, secondary and tertiary sector of the client's product and researching which section is being unnecessarily spent extra on, then fixing that issue and investing the surplus into another sector which assists the product's profitability as much as possible.

Process

The Financial Consulting LLC's process to solve the majority of their clients' issues will include a simple, yet effective, three-step plan which consists of an identification step, a troubleshooting step, and finally an implementation step which was aforementioned in detail in the Company Description (page 5). Although the same process is used to solve most of the clients' different issues, the solution and assistance will be completely specialized to the client's unique needs.

Market

Overview

The consulting market is a very profitable place to be a part of due to the rapid growth that has become a defining aspect of consulting. Consulting is also a safe market due to the sheer amount of businesses and corporations that are attempting to increase profit, merge or buy out other corporations, or avoid bankruptcy which offers the Financial Consulting LLC numerous clientele opportunities. In 2017 the global consulting market was valued, with revenue, at 262 billion US Dollars with finance and strategy consulting holding a more than a 40 percent stake in this market which translates to more than 105 billion US Dollars of the global consulting market directly from finance and strategy consulting alone. These statistics fortify the fact that the consulting market is very secure and finance and strategy consulting, which is the main specialization of the Financial Consulting LLC, is a large and growing market that ensures a large pool of clientele for firms that are willing to work hard to achieve profit and grow.

Competition

The consulting market is a highly competitive market as a result of the density of consulting firms present in all aspects of the consulting market. The Financial Consulting LLC will be required to face large established firms as well as small growing consulting firms when attempting to win large clients due to the value of a new, recurring client, however, the Financial Consulting LLC will be able to win the majority of these bids due to their extensive experience in finance consulting and due to their firmly rooted, positive reviews from previous clients. In order to reach this level of customer satisfaction and market prowess, the Financial Consulting LLC must have many clients the first day of business and must be researching as many potential clients as possible every day to ensure a steady source of income from clients.

Financial Business Model

Profitability

The Financial Consulting LLC will be able to generate consistent profit after breaking even with accommodation, personnel, and start-up costs which will take approximately two business years if the clientele maintains the same occurrence and pricing which will then allow for growth. The Financial Consulting LLC's upsizing will occur in approximately three years and will be done in order to accommodate more clients at one time and ensure that their resources are not spread too thin and made inefficient. In order to maintain a good profit margin, the Financial Consulting LLC will charge clients separately for the identification, troubleshooting, and implementation step based on the complexity, urgency, and extent of the financial complication, also, the amount of time required to solve the issue will be factored in to the price of the Financial Consulting LLC's services. In order to guarantee that the Financial Consulting LLC's resources are not undersold, the Financial Consulting LLC will only assist clients that are willing to pay the required fee with no lesser valuation of the Financial Consulting LLC's services.

Growth

The Financial Consulting LLC is forecasted to upsize in approximately three years if their profit margins are consistent and do not have any major setbacks. The upsizing will be very necessary in order to increase the profits of the Financial Consulting LLC which will be done by increasing accommodation space for more efficient employees and resources who will be required to assist with helping the expanded number of clientele without leaving the Financial Consulting LLC's resources spread too thin which would reduce efficiency.

Risk Management

Risks and Solutions

The Financial Consulting LLC will be required to face numerous risks that any new consulting firm faces, which includes struggling to win consistent clients, build a dependable employee base, and breaking even. Fortunately, the Financial Consulting LLC can deal with these risk by following a certain process for each issue. To combat the issue of struggling to build a consistent clientele, the partners that established the Financial Consulting LLC will be required to have contacts with C level employees of possible clients and clients from previous projects before the Financial Consulting LLC in order to begin the company with guaranteed clients and income which will build the Financial Consulting LLC's client base and market prowess. In order to solve the issue of building a dependable employee base, the Financial Consulting LLC will need to invest in a talent search department to assist with finding efficient and talented consultants. Although this will be a costly investment, the Financial Consulting LLC must do so or otherwise risk losing their defining trait of efficiency and attention to detail. Breaking even with investment costs will take a decent amount of, approximately two years, but if the first two risks are dealt with quickly and properly, breaking even will also occur soon and allow the company to then reap the reward of their work and earn a pure profit.

Source Citations

“Financial Services.” *Bain Brief - Bain & Company*,
www.bain.com/industry-expertise/financial-services/.

Group, Contexo. “The Business Plan.” MIT Education, ocw.mit.edu/courses/health-sciences-and-technology/hst-921-information-technology-in-the-health-care-system-of-the-future-spring-2009/lecture-notes/MITHST_921S09_lec05_bizplan.pdf.

“How to Come up With Good Business Ideas: A Guide.” *Bplans Blog*, Bplans Blog, articles.bplans.com/business-ideas/?_ga=2.31207615.1855432741.1547099695-464382040.1544574189.

“Limited Liability Company | Should I Start an LLC for My Business?” *Document Filing Services*, www.incfile.com/limited-liability-company/.

“Make a Free Logo.” *Logo Maker*, 11 Jan. 2019, www.logomaker.com/.

McKinsey and Company. “How To Write a Business Plan.” *McKinsey Guide to Business Plan*, 10k.inc.hse.ru/files/McKINSEY_GUIDE_to_business_plan.pdf.

Nace, Shaun. “Topic: Consulting Services Industry in the U.S.” *Statista*, Statista, www.statista.com/topics/2247/consulting-services-industry-in-the-us/.

Source Global Research. “The Financial Services Consulting Market in 2017.”
Consulting Market Program, Source Global, www.sourceglobalresearch.com/report/download/3038/extract/The-Financial-Services-Consulting-Market-in-2017.

“Write Your Business Plan.” *Small Business Administration*,
www.sba.gov/business-guide/plan-your-business/write-your-business-plan.