

HALUB SOLUTIONS, LLC

CREATE + TRANSFORM = VALUE

Creating value for your business

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- **Your needs**
 - Lead organization
 - Drive business results
 - Support operations & shared functions
 - Manage
 - Risk
 - Costs
 - Change

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- **Why** *Halub Solutions, LLC*?
 - ▣ Experienced Financial & Operational Management Consulting
 - ▣ Results driven
 - ▣ Trusted Business Partner

- **When** to partner with *Halub Solutions, LLC*?
 - ▣ You need an objective review
 - ▣ You anticipate change
 - ▣ You suspect “*as is*”, is not on par with “*should be*”

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□ Value proposition

- Partnered approach

- Sustained solutions

- Measurable Return on Investment *can range from permanent reductions in run rate spend to compliance with regulatory requirements. We specialize in creating value in the following areas:*

- Administrative expense savings

- Reduced time to close books

- Improved information

- Improved business processes

- Strengthen controls & reduced risks

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□ *Example:* **Administrative expense savings**

□ Situation

- Unfavorable spend variances from Shared Services or Business Unit function
- Functional owner primarily focused on operations, not administrative responsibilities
- No immediate plans to manage spend

□ Action

- Reviewed functional area's objective and detailed spend history
- Identified cost drivers
 - Permanent
 - Temporary
- Identified remaining unspent resources and other opportunities to get actuals back on track to achieve or exceed plan or forecast

□ Results

- Understanding of spend drivers
- Created action plan detailing amounts, timing and how spending gap will be achieved, resulting in permanent reduction in run rate spend
- Re-established accountability for functional owner
- Understanding of potential opportunities or levers to pull if need arises again

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- **Example: Reduced time to close books**
 - Situation
 - Delayed time to close books
 - Delayed status of results
 - Limited ability to manage risks and capture opportunities
 - Action
 - Reviewed/Mapped current process
 - Identified opportunities for improvement
 - Eliminated unnecessary activities
 - Re-sequenced activities so analysis is done before books are closed
 - Identified processes for automation
 - Identified “flash reporting” opportunities for business partners
 - Implemented improvements
 - Results
 - Reduced time to close
 - Refocused time on analysis, enhancing understanding
 - Strengthened controls
 - Information available sooner facilitates managing risks, responding to opportunities

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- **Example: Improved information**
 - Situation
 - Lots of data, not information (Management/Business Review)
 - Too many resources producing standard reports
 - Current information not useful to managing business
 - Action
 - Reviewed information needs to manage business
 - Prioritized information needs based on survey
 - Identified drivers/metrics to support priority information
 - Identified standard reports not used, stopped production
 - Refocused resources to analysis of drivers/metrics and priority information
 - Results
 - Reduced production time
 - Refocused time on analysis, resulting in understanding of information
 - Created an “Executive Summary”, focused management’s attention on key drivers and metrics, all other reports now located in reference or appendix
 - Enhanced understanding of linkages between drivers and results, allowing for fact based decision making, improving management of risks and opportunities

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- **Example: Improved business process**
 - Situation
 - Material business asset (\$3B investment portfolio, 5,000 individual assets)
 - High volume transaction driven process
 - Monthly close, complex and drawn out
 - Regulated businesses, Tax/Stat/GAAP reporting requirements
 - Action
 - Reviewed/Mapped current process
 - Identified opportunities for improvement
 - Outsourced transaction processing, reporting
 - Coordinated transaction cut off between suppliers
 - Added analysis reports to ensure reasonableness of results
 - Implemented improvements
 - Results
 - Streamlined process, reduced close time
 - Robust and scalable utilizing latest technology
 - Improved integrity of information, both from a quality and a control perspective
 - Company able to scale original asset base 3X without adding administrative cost

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- **Example: Strengthen controls & reduced risks**
 - Situation
 - Some controls in place, limited documentation
 - Need to implement Sarbanes – Oxley, section 404
 - Action
 - Identified operational & financial risks for each function
 - Identified control objective & process
 - Evaluated controls, tested effectiveness and identified key controls
 - Documented process
 - Results
 - Implemented SOX
 - Accountability/ownership re-established
 - Increased awareness of operational & financial risks and how to manage risk
 - Improved integrity of financial information for quarterly section 303 signoff

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- **Contact us** to learn how we can assist you realize value for your organization:

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Your trusted business partner for organizations experiencing change

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