

MJL Resources Services Table

<p><u>BUSINESS PLANNING</u></p> <ul style="list-style-type: none"> • Executive Summary • Budgeting & Forecasting • Mapping business operations • Financial Modeling • Identify, pursue and secure bank financing, funding or investment • Strategic planning for Capital accumulation • Angel Investors, Boutique Investment Banking/VC identification, hire and support 	<p><u>“WASTE” CONTROL AND REDUCTION</u></p> <ul style="list-style-type: none"> • Chart transactions, identify weakness, offer solution • Examine high volume or high ticket purchases and overhead, offer solutions • Client directed targets for examination, offer solutions. • Examine Budget variances, offer solutions 	<p><u>IT EFFICIENCY FINANCIAL/OPERATIONAL</u></p> <ul style="list-style-type: none"> • Conduct Needs Analysis, weaknesses cited • Recommend appropriate application software or Hardware. • Increase management reporting efficiency. • Identify Network security issues recommend low cost solution • Identify low cost web development solutions
<p><u>M&A AND EXIT STRATEGY</u></p> <ul style="list-style-type: none"> • Identify target acquisitions • Identify likely Suitors • Prepare financial modeling for valuation purposes • Review or prepare financial statements for investor • Conduct due diligence for client • Liaison for Suitor due diligence 	<p><u>PRODUCTIVITY & REVENUE ENHANCEMENT</u></p> <ul style="list-style-type: none"> • Assist in active sales plan • Examine sales support resources • Determine relevant and efficient metrics for measurement purposes. • Product line profitability • If applicable, determine if proper finance tools are available for sales support • Offer solutions to reduce cost and increase production. 	<p><u>ACCOUNTING MANAGEMENT</u></p> <ul style="list-style-type: none"> • Interim CFO for department • Hire, develop, train accounting personnel • Identify and denote processes and provide and implement Accounting policies and controls • Cash Flow Management and direction • Preparation of workpapers for Audit or Review

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<u>BUSINESS MANAGEMENT</u>	<u>TAX</u>	<u>HR MGMT/BENEFITS COMPENSATION PLANS</u>
<ul style="list-style-type: none">• Operations Review• Internal Control Examination, weaknesses cited• Information Flow examined, weaknesses cited.• Preparation of financial statements• Financial analysis• Banking/Leasing relationships created/managed• Identify and develop Attorney and Audit relationships.• Identify workout and turnaround strategies then implement on a cost effective basis.• Contract management	<ul style="list-style-type: none">• Compliance with Tax filing Deadlines, Payroll, Sales, Corporate• Prepare supporting schedules for Tax Service• Where applicable, identify potential tax burdens or benefits.	<ul style="list-style-type: none">• Interim HR Director• Hire, develop, train HR personnel• Provide and implement HR policies• Examine Benefit cost and offer solution• Examine Compensation Plans for effectiveness and reasonableness• Examine insurance for risk mgmt concerns• Implement attorney, accountant recommendations