



START-UP COMPANY PACKAGES

Are you in the preliminary stages of creating your business? Are you ready to take the step in becoming a business owner? Do you need basic financial information? Do you need to start using your bookkeeping system, like QuickBooks?

The Blackpointe Company is pleased to offer the following “Start-Up Packages” recommended to establish a successful financial management process.

INITIAL CONSULTATION: FREE!

1. Introductory phone call
2. Review and analysis of prior-period financial reports (if applicable)
3. Preparation of Client Engagement Plan
4. One-hour Kick-off Meeting, as needed.

Start-Up Pro-Forma Financial Forecasting Model (Investor Ready): \$499.00

GOAL: Provide a Start-Up Financial Package that creates pro-forma financial projections that forecasts several types of valuable information.

1. Start-Up Worksheet
2. Costs of Goods Sold Calculator
3. First Year Budget, revenue and expenses
4. Cash Flow Projections
5. Revenue Risk Profile
6. Three Year Profit and Loss Projections
7. Preliminary Balance Sheet
8. Financial Summary that includes Charts, Graphs and Financial Ratios

We also include one hour of consulting on completing the model, supporting your data entry, ensuring there are no mistakes and helping you interpret the results.

Lean Start Up Package: \$1,999.00

GOAL: Establish preliminary processes, procedures and accounting software system at the basic level.

1. Start-Up Pro-Forma Financial Forecasting Model PLUS:
2. Scoping and Discovery
 - a. Consult with leadership team and staff regarding income, expenses, and business goals



- b. Prepare preliminary accounting structure (Chart of Accounts, program classes, departments)
- 3. Accounting Processes and Systems
 - a. Set up QuickBooks Online (QBO) subscription or like accounting system
 - b. Implement accounting structure and basic reporting, including: Balance Sheet and Profit and Loss Statements
 - c. Connect online bank account data to sync transactions
 - d. Set up other software as needed: Payroll software, Bill Pay, Expense reimbursement

Accelerator Package: \$2,999.00

GOAL: Establish preliminary processes, procedure and accounting software system, plus create and implement operational policies and procedures.

1. Start-Up Pro-Forma Financial Forecasting Model & the Lean Start Up Package Services PLUS:
2. Operational Policies and Procedures
 - a. Accounting Policies + Procedures manual
 - i. Prepare written manual outlining Accounting Method, Internal Controls, General Ledger, Reporting, A/R and A/P, Payroll, Fixed Assets, Restricted Funding, Liabilities, Month-end/Year-end Close, and Audit/Tax prep
 - b. Finance Calendar
 - i. Establish calendar deadlines for recurring entries and reporting (payroll, AP, AR, reporting deadlines, board meetings, etc.)

Scale Up Package: \$3,999.00

GOAL: Establish preliminary processes, procedures and accounting software system; create and implement operational policies and procedures; create monthly reporting package and annual budget.

1. Start-Up Pro-Forma Financial Forecasting Model, Lean Start Up Package, & Accelerator Package PLUS:
2. Monthly Financial Board Package Presentation
 - a. Customized Financial Statements including: Profit & Loss, Balance Sheet, & Cash Flow Statements
3. Prepare Customized Annual Budget
 - a. Review and analyze financial data to determine projections and set financial goals
 - b. Prepare master budget document for annual expenses and revenue
 - c. Plan for budget adjustments, various alternative scenarios, identify Key Performance Indicators (KPIs) and forecast financial projections



- d. Create budget calendar and forecasts for 12-month period
- e. Finalize budget document and send to Board for approval

ABOUT OUR PRICING

We have a competitive rate structure designed to support the start-up business sector by being innovative, affordable and flexible.

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- About the Blackpointe Company -

The Blackpointe Company is a virtual Financial Services Company that focuses on Accounting Outsourcing and specialized financial advisory services which include Business Planning, Financial Planning & Analysis (FP&A), and CFO Services.

We specialize in outsourced accounting with a team of seasoned accountants who can provide support on an ongoing monthly basis and also on a project-by-project basis. We also provide Business Planning, Financial Planning & Analysis, and CFO Services.