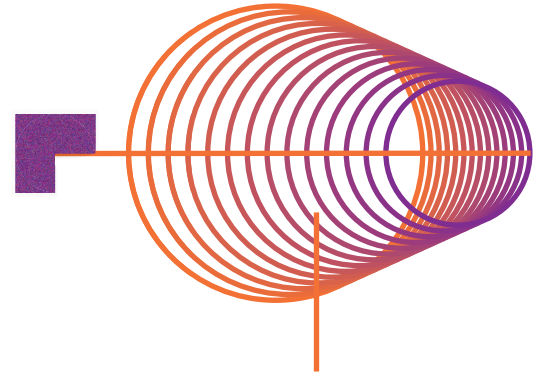


Finance as a Service

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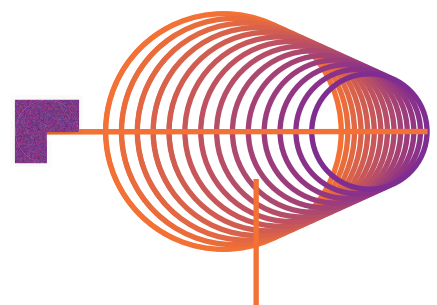
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Overview

In today's dynamic market, Original Equipment Manufacturers (OEMs) and their channel partners face complex financial challenges that require specialized expertise.

Whether navigating intricate deal pricing, managing cash flows, or planning for growth, financial advisory services play a crucial role in optimizing budgets and achieving strategic objectives.

By leveraging robust financial management practices, OEMs and their partners can enhance decision-making, maintain profitability, and ensure sustainable growth in an ever-evolving marketplace.



For Original Equipment Manufacturers

Brand Protection as a Service

Protecting brand reputation and ensuring compliance among channel partners (CPs) is critical for original equipment manufacturers (OEMs) in today's complex market landscape. Our Brand Protection as a Service bundle offers a comprehensive suite of services to monitor, manage, and mitigate risks associated with CP operations, safeguarding the OEM's brand and strategic interests.

1

Ongoing Financial Due Diligence

- Financial Health and Compliance Assessment
- Revenue and Profit Analysis by Revenue Streams Such as Hardware, Software, Services, etc
- Cost Structure Evaluation
- Profitability Metrics
- Cash Flow Analysis
- Balance Sheet Review
- Top 5 Client Contract Analysis

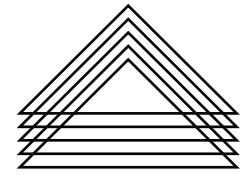
2

Annual Operating Plan (AOP) Review

- Strategic Review and Alignment
- Revenue Forecasting and Budgeting
- Financial Performance Analysis
- Expense Management
- Investment and Capital Allocation Review

3

Continuous Statutory Compliance Monitoring



- GST (Goods and Services Tax) Compliance
- TDS (Tax Deducted at Source) Management
- Tax Planning and Reporting
- Internal Control Verification and Documentation

4

Training and Certification on Standards of Business Conduct

- Internal Control and Risk Management Training
- Role-specific Training Modules
- Corporate Governance Training
- Monitoring and Reporting Mechanisms
- Workplace Harassment and Discrimination Training
- Post-training Support and Resources

5

Field Oversight and Reporting

- Operational Performance Monitoring
- Inventory Management Oversight
- Financial Performance Monitoring of Field Operations
- Sales and Market Performance Analysis
- Operational Efficiency Reviews
- Contract and Agreement Compliance Monitoring
- Vendor and Supplier Performance Monitoring

Service Engagement for OEMs

Each activity can be structured either as a one-time project or as an ongoing* monthly service on a retainer basis, with a minimum engagement period of 12 months for retainers. The minimum hours listed below represent the mandatory billing requirement.

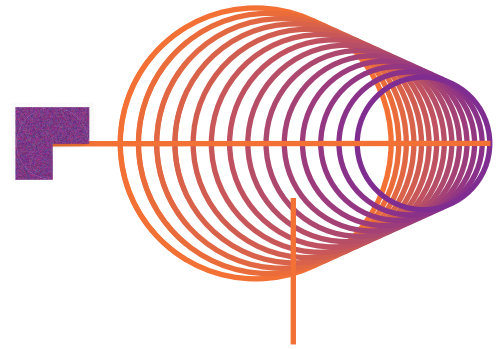
*Ongoing indicates a monthly basis

Services	Category	Total Hours
Financial Due Diligence	One-time	60
	Ongoing*	40
Annual Operating Plan (AOP) Review	One-time	40
	Ongoing*	12
Statutory Compliance Monitoring	One-time	80
	Ongoing*	40
Training and Certification on Standards of Business Conduct	One-time	30
	Ongoing*	15
Field Oversight and Reporting	One-time	30
	Ongoing*	15

The actual hours may vary depending on the specific needs of each OEM and their channel partners. Factors such as the size and complexity of operations, as well as the frequency of required interactions, will influence the total hours billed.

The estimated hours are subject to availability of necessary data and information for provision of such services.

For Channel Partners



1

Virtual CFO Services

- Financial Health Assessment and Analysis
- Business Planning and Forecasting
- Pricing Decision Support
- Financial Strategy Development and Implementation
- Go-to-market (GTM) and Route-to-market (RTM) Analysis
- Budgeting and Financial Modelling
- Cash Flow Management and Optimization
- Risk Management and Compliance Oversight
- Performance Tracking and Reporting

2

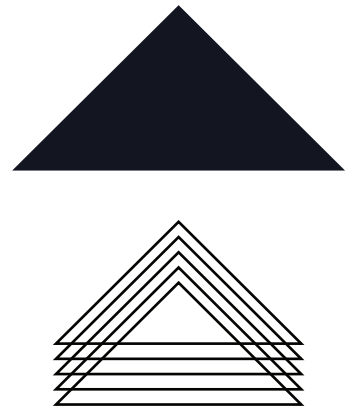
Transaction Advisory

- Due Diligence and Financial Analysis
- Post-transaction Integration Support
- Structuring and Negotiating Deals
- Valuation Services and Strategic Growth Planning

3

Deal Pricing and Structuring

- Contract Negotiation Support
- Pricing Model Development and Optimization
- Cost Analysis and Margin Management
- Market Research and Competitive Analysis



4

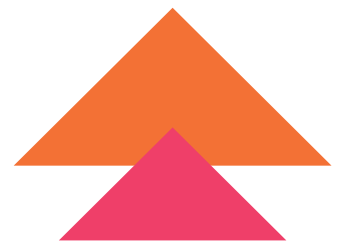
Financial Reporting and Compliance

- Preparation of Financial Statements
- GST (Goods and Services Tax) Compliance
- TDS (Tax Deducted at Source) Management
- Tax Planning and Reporting
- Internal Control Verification and Documentation

5

Working Capital Management and Strategic Decision Making

- Cash Flow Analysis and Forecasting
- Inventory and Receivables Management
- Cost Reduction Strategies
- Debt vs. Equity Decision



Service Engagement for Channel Partners

Each activity can be structured either as a one-time project or as an ongoing* monthly service on a retainer basis, with a minimum engagement period of 12 months for retainers. The minimum hours listed below represent the mandatory billing requirement.

*Ongoing indicates a monthly basis

Services	Category	Total Hours
Virtual CFO Services	One-time	100
	Ongoing*	40
Transaction Advisory	One-time	60
	Ongoing*	40
Deal Pricing and Structure	One-time	80
	Ongoing*	40
Financial Reporting and Compliance	One-time	30
	Ongoing*	15
Working Capital Management	One-time	30
	Ongoing*	15

The pricing provided is for channel partners with revenue up to 100 crores. For those exceeding this threshold, rates will be customized based on specific requirements

The actual hours may vary depending on the specific needs of each OEM and their channel partners. Factors such as the size and complexity of operations, as well as the frequency of required interactions, will influence the total hours billed.

The estimated hours are subject to availability of necessary data and information for provision of such services.

