

Overview of Accounting Services



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Key Features

- Experienced dual-shore staff of certified public accountants, chartered accountants, and business graduates
- 40-75% savings with no capital investment
- MS Dynamics™ ASP reducing accounting system and IT Costs by 30-50%
- Advanced workflow and imaging technology
- State-of-the-art monitoring and reporting tools

Overview of Outsourcing Offerings

- General Accounting
- Billing and Accounts Receivable
- Accounts Payable
- Human Resource Accounting
- Tax, Audit and Compliance
- Management Services

General Accounting Services

- Project/Job Accounting
- Fixed Assets & Inventory
- General Ledger
- Financial Statement Preparation
- Commissions
- Reconciliation
 - Bank reconciliations
 - Balance sheet reconciliations
 - Inter-company reconciliation

Billing and Accounts Receivable Outsourcing

- 24/7 collections coverage
 - shorten payment cycles
 - Reduce finance costs
 - Increase supplier rebates
- Invoice auditing and processing
- Advanced real-time receivables tracking software

Accounts Payable Outsourcing

- Centralized control over enterprise-wide payables
- Credit period optimization
- Advanced workflow and imaging technology for real time tracking and reporting of all payables
- Accurate matching of POs and receipts to optimize payment cycle and reduce errors
- Supplier statement reconciliation

Human Resource Accounting

- Payroll
- Timekeeping
- Employee Business Expenses
- Retirement Benefits Management

Tax, Audit and Compliance

- International and Domestic Taxation
- Sarbanes Oxley Compliance Review and Account Reconciliation
- Dealer and Supplier Audits
- Audit of Business Applications and IT Infrastructure

Management Services

- Financial statement analysis
- Management information, reporting and budgeting
- Cash management, cash flow statement analysis, cash budgeting
- Credit period determination, monitoring of collections and reduction of bad debts
- Working capital management – estimation, management of working capital
- Cost volume profit analysis, break even analysis, contribution/margin analysis
- Variance analysis (between budgets and actual)

APPENDIX

Client Case Studies

Property & Casualty Insurance Provider

- A NY-based insurance company, with over 10,000 policies, and 300+ employees, achieved over 50% cost savings
- Outsourced general book-keeping, Cash Application, Reconciliation, Payroll Preparation and Accounts Payable and Receivables to Pride

Technology Services Company

- A growing national technology services company, with over 300 employees and relationships with some of the largest global banks, cut their accounting staff by 30% and have achieved close to 65% cost savings while improving efficiency
- Outsourcing to Pride includes: Accounts Receivables/Payables, Payroll, Bookkeeping and Cash Application
- Clear efficiency goals were set and achieved (e.g. Days Sales Outstanding reduced from 'net ~90 days' to 'net ~30 days')

Transportation Management and Services Company

- A growing NY based transportation company with over 1200 employees achieved over 40% cost savings while avoiding the need to expand office space
- Outsourcing to Pride includes: Payroll Preparation, Reconciliation, Accounts Payable/Accounts Receivable, and General Bookkeeping
- Company was on the verge of taking on a new lease because of employee growth in other areas and has been able to avoid increased real-estate expenses, personnel costs, and management expenses

Pride Migration Methodology



➤ Opportunity Identification

- Understand business objectives, define goals, document process and set timelines

➤ Solution Identification

- Formulate client specific solution, articulate objectives and expectations, price setting, savings agreement, service level agreement, and high-level process design

➤ Transition

- Design and implement technology interfaces, test all systems and processes, implementation of reporting structures, training and process migration, live pilot and final implementation

➤ Delivery

- Virtual integration of outsourced process, continuous improvement, formal escalation procedures

