

## **SBA \* Consulting LTD**

Philosophy & Services

#### **About SBA \* Consulting**



- Approximately 60
   Consultants with usually a minimum of 25 years of experience
- C-Level and SeniorManagerial Consultants
- Flexible, Dynamic & Improvisational

Provides part-time and interim C-Level & Senior Managerial positions

- Ability to provide:
  - O GAP Analysis
  - O Planning
  - O Project Management
  - O Facilitation
  - O Education
  - O Execution
  - O Business Continuity
    Cyber Security
    Crisis Management Assistance Teams
- All Consultants are supervised by SBA \* Consulting management.

#### **Mission Statement**

To provide exceptionally trained individuals in order to facilitate a team approach to improving the economic, financial, and operational viability of our Clients.



Our goal is to help manage the information not manage the operations through educating, facilitating and mentoring so the executives, managers and employees of our Clients can assist themselves in advancing their company.

## It all starts with understanding what is and is not working



A lack of confidence in the qualitative value of any process leads to incorrect assumptions, higher costs, lost productivity and ultimately lower Revenues and Profit.



SBA \* Consulting can assist out clients by providing highly experienced advisors to the company that can facilitate and educate the company on required changes to operations, accounting, record keeping, reporting, systems and policies to increase accuracy to optimal levels.

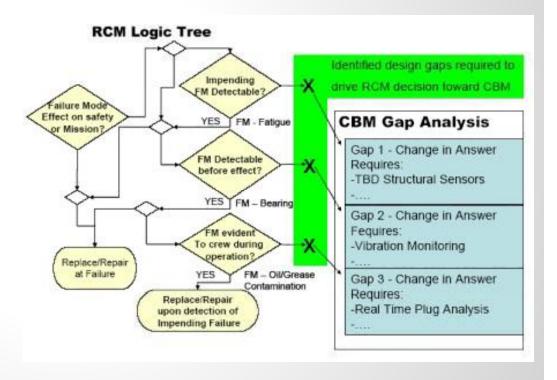
By educating the employees, SBA \* Consulting can empower our Clients to continue the process from within, without Consultants.

#### **GAP Analysis, the first step**

HOW BUSINESS PLAN
WHERE WILL WE SE MITTER TO THE PLAN THE

In order to properly discover all the issues SBA \* Consulting in tandem with our Client conduct a 360° GAP Analysis.

The process is open, transparent and involves mutilpe C-Level SBA \* Consultants.



#### Planning, the second step

Based on discussions with our Clients' Management, Board of Directors our GAP Analysis Team will have a meeting of the minds and decide on the goals or ideals of the organization, the GAP Analysis Template.

As with all Plans, they need to be dynamic, as perceptions, issues and life creeps into the mix. Periodic review of the Plan will be conducted by Senior SBA \* Consulting Management and with our Clients Management Team to make sure goals and milestones are not only tracking but still valid.



# Providing Consultants, the third step

We will provide our Client the resume and Bios on the individuals that have skill set to help educate and assist your staff/team in the implementation of the plan.

#### Creating an on-going employeeonly team, the final step

During the entire process, our Client will be involved. As active participants, the consultants of SBA \* Consulting will instill the basic knowledge and hone the advanced skills to enable those Client Team members to carry on, without the direct daily support of SBA \* Consulting.

It is our belief that a company does not want to be, and should not be married to a vendor for life. As such, we not only plan on our obsolescence, but bank on it.

#### **Services Provided**

- CxO Consulting
- 360° GAP Analysis
- Business ProcessRe-engineering
- TurnaroundManagement
- Planning Services
- Business Continuity
- Cyber Security

- Crisis Management Assistance Teams
- Accounting System Implementations
- Merger &
   Acquisition Due
   Diligence Services
- Supply Chain Management
- Other Services

#### Bios on Senior Staff on Engagement

### Wayne Spivak Managing Consulting CFO

With over 30 years of experience as a CIO, CFO and CEO, Mr. Spivak has worked in a myriad of industries, from implementing Manufacturing Requirements Planning (MRP) systems in a variety of manufacturers to working in the high-fashion modeling business, service and retail industries.

His approach to consulting is based on empowering the client to move on and grow. An Adjunct College Professor (City University of New York - Lehman College) in the Department of Economics and Accounting for ten years, Mr. Spivak has taught within and without the college classroom. Consulting is just another aspect of teaching, and empowering the students (clients) to succeed.

For more info, please see: LinkedIn <a href="http://linkedin.com/in/waynespivak">http://linkedin.com/in/waynespivak</a>

And a more broad-based bio at:

http://www.sbanetweb.com/bio.html

### Anthony Sacco, CPA Relationship Manager

Anthony has over 20 years of experience in accounting, auditing, advisory board services, cost accounting, directorship, and financial management. He has served as Chief Financial Officer, Controller, Tax Manager, and Auditor in the past. He has worked in a range of industries including construction, manufacturing, transportation, investment management, and lending to name a few.

Anthony most recently worked at FX Concepts LLC, where he served as the CFO, as well a member of various committees at the firm such as the Management, Valuation, and Business Continuity Committees. He has also served on various boards, ranging from such types of entities as Assets Management firms, Offshore Hedge Funds and Charitable Organizations.

Depending on the goals and needs of the assignment, he can work effectively as either a team member or team leader, leading and developing the staff on the project. He is goal focused but also understands that those goals are not static but rather need to be periodically reassessed to ensure they stay dynamically alignment with the changing needs of the client.

#### Looking forward to an exciting rewarding relationship!



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