

BRINGING ORDER TO YOUR BUSINESS WORLD



UMB

The Premier Accounting and Finance Department for
Start-Up, Emerging and Medium-Sized Companies



Have you ever asked yourself:

Can I have a CPA available to discuss my business issues whenever I need counsel?


How can I avoid hiring, training or firing one more accounting employee?

How can I access overnight updates of my accounting records—presenting me with almost real-time data?

How can I have instant scalability of my accounting department with only one phone call?

How can I cut my current accounting costs by up to 30 percent?

THERE'S A QUIET REVOLUTION HAPPENING IN SMALL BUSINESS.



Savvy business owners and managers can get access to experienced, trustworthy CPAs and their qualified staff to run their finances at less cost than they normally would pay for a bookkeeper or an accounting staff sitting on site. These savvy business owners do not have to settle for less-qualified employees and now are able to afford steady financial leadership, objective advice and expert analysis just like the big companies. They benefit by having clear financial data that help them maximize the value of the company, whether they are planning to run or exit the business.

How do business owners and managers do it? *We have built an accounting platform* that combines business accounting systems with the technology of remote access and mobile technology on secure servers. It's strategic. It's collaborative. It's cost-effective. Best of all, your results can be available *next day instead of next month*. We are a team of experts, with more than 45 years of running accounting and finance departments, who can simplify and improve your accounting processes, communicate clearly and proactively advise you on what actions need to be taken on a daily basis.

The benefits of partnering with UMBCPA, LLP are:

Save money

- Up to 30 percent off your company's current accounting costs
- A monthly flat fee for your service on a month-to-month basis
- No updating and upgrading of accounting software—we handle it

Save time and hassles

- Overnight updates of your accounting records present you with almost real-time data*
- Never hire, train or fire another accounting employee again
- Instant scalability of your accounting department with one phone call

Secure Data

- Same encryption used by U.S. banks and financial institutions
- Your data never leaves our U.S.-based servers
- Your data is backed up 24/7

We stand ready to help you manage and measure your business. You make the money. We manage and measure it while you sleep.

*Depending upon technology in place at company or adopted based on our recommendations.

Take the “What’s the State of Your Business?” Quiz:

1 ALWAYS

2 MOST OF THE TIME

3 SOMETIMES

4 NOT VERY OFTEN

5 NEVER

- 1 Do you receive the three major financial statements on time every month?
- 2 Do you know that these statements are accurate?
- 3 If needed, can your accounting department give you the company’s financial position immediately?
- 4 Do you meet with a financial adviser frequently to review financial statements to improve profitability and cash flow?
- 5 Do you project cash flow and profitability at least 90 days in the future?
- 6 Do you use a daily financial dashboard or report from which to manage your business?
- 7 Before you make any major decision, do you consult a CPA and understand the impact on cash flow and profitability?
- 8 Are you comfortable that you have controls in place to protect your assets from theft, embezzlement or fraud?
- 9 Do you know the value of your business?
- 10 Can you estimate your tax liability at any time during the year so you can be proactive in managing your tax liability?

Total

SCORE	STATE OF BUSINESS
1-15	BUSINESS UNDER CONTROL
15-25	BUSINESS CONTROL QUESTIONABLE
25-35	LACK OF CONTROL AND STABILITY
35-50	DANGER: SPINNING OUT OF CONTROL

“From a business broker’s perspective, having accurate and current financial statements is absolutely critical to selling a business. Business owner’s [often] don’t understand the importance; [inaccurate or insufficient] financial statements really can make a good business unsalable. If [a] business owner ever wants to sell for the maximum possible price, [he/she] needs your service.” — **RUSS COWLEY, ABI BUSINESS SALES**



Jeff Unalp



Guy Black

The two partners at UMBCPA, LLP have more than 45 years of experience and have performed just about every function in a Fortune 500 company accounting department. Therefore, our clients are able to go from behind the accounting and finance knowledge curve to gaining control of this important function in a short amount of time. There is little cost or disruption in transitioning your accounting department functions to UMBCPA, LLP.

Here is what we will do when you call:

1. Provide an assessment of the current financial environment (including process flow, current control environment and stability of the environment and staff.)
2. Provide you with a written report detailing recommendations, start-up cost, if any, to bring the system up to specification, and the cost on a monthly basis for us to do the accounting.
3. If agreed, we will modify the accounting system as detailed in the report and begin providing you with stellar service.

Our firm does not perform audit engagements, but instead focuses on management accounting and reporting. Your company will get our focus on your company's goals. Because we do not do audits, engaging us presents no conflict of interest. In fact, we are able to work efficiently with auditors to resolve issues for their clients that they are not allowed to resolve.

No matter what services we provide, you will benefit from our knowledge, our ability to understand the unique culture of your business and our execution to make finance in your business a true partner. We will bring order to your business world.

CERTIFIED

MEMBER



What People Are Saying:

“UMBCPA is the outsourced accounting department for a client for which BBR LLP, CPAs conducts the audit of the financial statements and prepares the income tax returns. UMBCPA provides clean, timely accounting records to the client, strong financial and management advice, and the audit is easier to perform with UMBCPA accounting staff.”

— THOMAS C. ROCKWELL, CPA AUDIT PARTNER

“UMBCPA did in two months what my accounting department could not do in two years. I am thrilled to see clean financial statements which make it easier to manage the business. UMBCPA pointed out areas of improvement quickly and acted on these issues. They have done such a good job, I am going to have them do the accounting for my personal finances.”

— JUSTIN JOHNSTON, PRESIDENT, TWILIGHT SOUNDS, WWW.TWILIGHTSOUNDS.COM

“UMBCPA has been doing the accounting for my company for over a year. It gives me a sense of peace knowing they are doing the accounting; I know it’s done right and it leaves me free to do what I do best!”

— VANESSA NIELSON, OWNER, INTERIOR REFLECTIONS, WWW.INTERIOR-REFLECTIONS.COM



UMB

CERTIFIED PUBLIC ACCOUNTANTS

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