

# WHY YOU SHOULD BE OUTSOURCING NOW

## The Best And Most Successful Businesses Are:



**Innovative**



**Change With The Times**



**Grow With The Times**



**Number One Thing to Do is Outsource Now**

## Three Compelling Reasons To Outsource Immediately.



1

### An Outsourced Team

- Gives Access To A Team Of Specialists Without Staffing Them Full-Time
- Increases Your Organizational Power
- Improves Your Business When You've Reached Do-It-Yourself Capacity With Technology, People, or Processes
- Provides You A Team Capable of Flexing With Your Business
- Easier to Start Than You Think

### Four Pathways To Outsource

- BPO Models**
  - Comprehensive** - An External Provider Takes Over A Series Of Processes Across All Functional Areas. A Multi-year Model.
  - Selective** - Several Processes Within A Functional Area Given To An External Provider. Model Is A Long-term Strategy.
- Out-Tasking Models**
  - Contracting** - A Contractor Paid Hourly/Daily/Weekly/Monthly.
  - Licensing** - Model Contains Tactical Solutions Defined With A Unit Price And Certain Conditions.



2

### Technology Is Cutting Edge

- Be Proactive Rather Than Reactive
- Be Tied to Operational Improvement
- Outsource Based on Insight and Experience To Elevate and Scale Your Business

### Growth You Get From Partnerships



#### TEAM

Develop Internal People With Stronger Skills, Relevant Knowledge, And Useful Support.



#### TECH

Outsource What You Need, When It Matters — Enjoy The Benefits And Scale Of A Shared Service Model



#### TIME

Stop Managing Things Not Core To Your Business. Focus On What You're Passionate About & Drives Revenue



3

### Time: Four Facts To Lead You Back To Outsourcing

- Like The Original Iphone, Outsourcing Is Completely Different Today From Five Years Ago
- By 2025 Accounting And Finance Will Be The Top Function Outsourced
- Having An Expert Team To Guide You Solidifies Your Success!
- If You're Growing Out Of A Mom-and-pop Stage Of Business Looking To Build A Team, Consider Outsourcing

*If You're Not Outsourcing Your Accounting & Finances, You're 10 Years Behind Your Top Competitors.*

*-Employees Working Remotely from Home.*

### Modern Financial Outsourcing Platform Time

- Foundation Approach**
  - Onboarding
  - Expertise
  - Customize, Integrate, Extend
- Master Data**
  - Finance Department
  - Accounting Department
- TCFOS Infrastructure**
  - Performance
  - Scalability
  - Reliability
  - Security

## Outsourcing Success Stories



### Stars And Strikes Survives The Challenge Of Change And Saves Time And Money!

"Trusted CFO understood our need for help, they provided it, and we would not go back... I no longer run the same reports I did with Quickbooks. With Sage Intacct, our data is available in real-time. We have dashboards that mirror 90% of the reports that I am responsible for producing. Sage Intacct has proven beneficial in utilizing and saving time."

*-Debby Ritnour, Controller at Stars and Strikes*



### Creative Approach allowed Trusted CFO Solutions to lead the way trusting them to assess and implement the new system.

"Quickbooks Is Fragmented, Hard To Use, & Difficult To Understand."

*-Cale Hale, Creative Approach Founder*



### Affairs To Remember Streamlined Their Business By Optimizing & Outsourcing Their Complicated Financial Management System

"By Partnering with Trusted CFO Solutions and Sage Intacct, you get visibility, time back to focus on what's most critical to increase business profitability, and understanding of the real story your numbers are telling."

*-Patrick Cuccaro, Managing Director at Affairs to Remember*

## By 2025, The Outsourcing Market Will Be \$343 Billion



### Top 5 Outsourced Services

- Financial / Accounting Services
- Human Resources
- Knowledge Processing and Outsourcing
- Procurement and Supply Chain
- Customer Service

*\*The Watershed Study, published by Microsoft*

### Dixie McCurley, President & Co-Founder, Trusted CFO Solutions

*Financial Leader of The Year Award for Innovative Solutions Winner!*

Never able to fully identify with the stuffy title of "accountant", Dixie set out to revolutionize accounting practices for small- to medium-sized businesses by offering a new way of thinking about process. With a unique method that capitalizes upon the latest technology, she walks each client through their pain points. Experienced in a wide range of industries, Dixie provides innovative solutions to inefficient accounting. From personnel to policies to procedures, she streamlines the process using the latest technology to get data into dashboards to empower Controllers + CFOs.

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