





## Practice Comparison

	 Virtual CFO Services	 Traditional CPA services
<b>Current</b>		
<b>Your Revenue</b>	>\$1 million	>\$500,000
<b>Your internal accounting process</b>	Outsourced or internal bookkeeping employee handles day-to-day data entry and document collection. Potentially handled by administrative person	Owner or officer performs internal bookkeeping, data entry, and document collection
<b>Status of your books</b>	Up-to-date and reconciled or willing to outsource it.	N/A
<b>Your responsiveness</b>	Bookkeeping or administrative staff can quickly address requests during business hours Owner is not handling bookkeeping	Limited time to address requests during business hours. Owner is "doing it all"
<b>Future</b>		
<b>Your desires</b>	Complete outsourcing of accounting Owner is not handling accounting functions Standardization	Accounting assistance in specific areas with stakeholders remaining involved in day-to-day bookkeeping Customized selection of services
<b>What we offer</b>	3-tiers of service bundled into package plans that include accounting and government contract consulting  Reactive, proactive, and strategic service levels  Additional add-on for virtual bookkeeping	Highly customized accounting and government contract consulting services.
<b>Offered how often</b>	Monthly	Recurring quarterly or semi-annual One-off projects
<b>System requirements</b>	QuickBooks Desktop (hosted) Procas Online Standardized set up	QuickBooks Desktop Procas Online CostPoint Customized set up

## Practice Comparison

	 <p><b>Virtual CFO Services</b></p>	 <p><b>Traditional CPA services</b></p>
<b>Services covered</b>	<p>Virtual Accounting Manager  Virtual Controller  Virtual CFO  Contract Management<sup>1</sup>  Payroll Management<sup>1</sup>  Cash Management<sup>1</sup>  AR Management<sup>1</sup>  AP Automation<sup>1</sup></p>	<p>Payroll data entry and reconciliation  Periodic clean up  Periodic account reconciliations  Periodic closing of the books  GAAP financial statements  GovCon consulting  GovCon system set up  Incurred cost submissions  Provisional billing rates</p>
<b>Pricing</b>	<p>Fixed price packages  <i>Billed monthly</i></p> <p><a href="#">Pricing Tiers</a></p>	<p>Fixed price projects  <i>Billed per project</i></p> <p>Hourly special requests  <i>Billed monthly</i></p>
<b>Start up requirements (included in proposal)</b>	<p>Client Assessment  Stabilizing (catching up)  Training  Onboarding</p>	<p>Onboarding</p> <p>First engagements are not discounted</p>
<b>Consultation prerequisites</b>	<p>Must meet <a href="#">Basic Client Qualifications</a></p>	<p>New Client Q&amp;A  Articles of incorporation/organization  Chart of accounts/listing</p>
<b>Pricing prerequisites</b>	<p>During consultation is a <a href="#">preliminary</a>  Final pricing after Client Assessment</p>	<p>Depending on desired services:  Trial Balance report  General Ledger  Job cost ledger/report  Financial statements  Tax returns</p>
<b>Schedule a Consultation</b>	<p><a href="http://www.govconvirtualcfo.com">www.govconvirtualcfo.com</a></p>	<p><a href="http://www.cjeffersoncpa.com">www.cjeffersoncpa.com</a></p>

<sup>1</sup> Outsourced business processes not offered standalone. They must be an add-on to a service-level tier.