

## **PART-TIME CONTROLLER / CFO**

When is it time to hire a full time financial professional? If you fill the role too early you have an underutilized resource. Or you might hire someone who does not have the skill sets to grow with your business.

Initially you may use a local CPA to assist in setting up your books, payroll and prepare tax returns. Who will assist with Banking, Insurance, Information Technology, Cost Accounting, and Financial Analysis? In most cases you are performing many of the duties that the Controller/CFO would do.

The reality is that you have a need from the start of your business. The challenge is balancing the cost/benefit relationship of having a Controller/CFO as part of your team.

### **Benefits of the Part-Time Controller/CFO**

**Cost:** The cost of the Controller/CFO is variable not fixed.

**Opportunity Cost:** What do you figure your time is worth? How much of your time is spent on financial related tasks?

**Cash Management:** “Cash is King”, A good cash management system is critical for every business from start-up to established businesses.

**Focus:** Bring financial focus to the business. Good bookkeeping and accounting, while critical is not enough. Someone, who can quickly interpret the data and its impact is needed in every business.

**Cost-Effective:** The part-time option is very cost effective. Your business gets a high caliber individual to focus on complex issues.

**Business Partner:** You get a seasoned business partner who can provide an objective opinion and sounding board for your business.

**Transition:** The Part-time CFO will allow for a smooth transition to a full-time Controller/CFO.

**Additional Benefits:** When contracting with Bardol & Company for CFO services you get all project consulting services at the CFO contract rate.

## Bardol & Company

1290 Garrison Drive  
York PA 17404

717-580-6440  
JackBardol@Bardol.com  
WWW.Bardol.com

*Solutions  
not  
Reports*

## Profile: Bardol & Company Consulting Services

### Resource Business Model: (Tactical Business Assessment)

- Identify Customers, Markets and Channels
- Identify Products and Services
- Identify Key people skills and resources
- Identify Equipment utilization
- Identify Key Business partners
- Identify Under-Utilized resources

**Financial Modeling :** Customize a forecasting model to reflect each client's business. Train managers throughout organizations to re-plan their business on a quarterly basis insure that all understand the link between the business planning and quarterly forecast. Design an incentive plan that will "Reward" the key managers for meeting and exceeding their business plan.

**Business Acquisition & Integration:** Provide the full cycle of handling an acquisition from the initial assessment , due diligence review, negotiation of purchase price, financing and integrating the acquisition into existing operations.

**Business Systems:** Provide support to clients in the set-up of business processes and in the implementation of new business packages. This support is focused on developing effective business processes, which fit the ERP system being utilized. Experienced with JD Edwards, Oracle, Mapics, Macola , Great Plains , E-2 and Quick-books.

**Activity Based Cost and Estimating System:** Design and implement cost systems, which allow management to make accurate pricing and investment decisions.

**Educational & Training Seminars:** Provide customized training for organizations in the area of Linking Metrics to continuous business improvements.

## PROFILE: JACK BARDOL

Jack Bardol received a Bachelors of Science Degree in Accounting from Northeastern University and an MBA in Finance from Suffolk University in Boston Massachusetts.

He has thirty years of experience working for public companies such as York International, General Signal Corporation and GTE ,as well as , private companies such as MKS Instruments and Office Environments of New England. He brings a perspective from both the public and private sectors.

He has held the positions of General Manager, VP Operations and Information Technology and Vice President of Finance. Jack's industry experience has included successfully leading several ac-



quisitions and business integrations, business system upgrades and several new system implementations. He successfully participated in several turnaround situations. Additionally, Jack has implemented activity based management systems, direct cost systems and activity based cost systems.

The Resource Business Model process is a powerful tool , which has been successfully used to improve business performance.

Jack has taught in the college of Business Administration of Penn State University.

Since March 1999 Jack has been providing consulting services. The companies served produce a variety of products, including air-conditioning systems, vinyl windows, Labels, polyethylene pipe, Industrial fans, Vinyl fence deck and rails, metal stampings and Vinyl siding. These clients range in size from a 2 million dollar organization to multi-plant 300 million dollar organization.