



Methodology



Growing Your Business

Growing a business is a tough journey, often accompanied by moments of isolation and uncertainty.

For small business and entrepreneurs, the journey begins with a spark of passion that propels us to take the leap into the world of business ownership. Yet, as the business gains momentum, new and complex challenges arise. Demands increase, team dynamics shift, and profitability can waver. The very passion that ignited our entrepreneurial spirit can become overshadowed by the demands of managing a growing enterprise.

At the heart of sustainable success lies the need for precise financial systems, streamlined processes, and a team that understands the intricacies of business finance. This is where we step in. Our mission is to help simplify your business's success, freeing you and your team to focus on what matters, running your business

This is how we make that happen...

The Nuve Methodology

We harnessed our comprehensive understanding of accounting and entrepreneurial dynamics to develop an innovative approach for seamlessly integrating the entire finance function into your business.

This methodology is what we proudly refer to as the Nuve Methodology, consisting of four pillars: Planning, Structuring, Reporting and Advising. Our methodology empowers our clients to:

- **Set Clear Goals:** Establish definitive goals and path for your business
- **Craft a Strategic Plan:** Set a strategy that transforms goals into tangible actions, propelling your business toward success.
- **Real-Time Financial Insight:** Gain a constant pulse on your financial landscape, ensuring clarity and informed decision-making.
- **Complete Financial Understanding:** Comprehend the factors that shape your financial success
- **Compliance and Beyond:** Navigate the regulatory factors with confidence, ensuring adherence while unlocking opportunities.
- **Empowerment through Technology:** Harness the capabilities of cutting-edge systems and technology to set a solid financial system
- **Guided Support:** Rely on our expert advisors for unwavering support, accountability, and invaluable guidance.



nuve Methodology

1. Planning

Understand your goals & create a plan to achieve them

2. Structuring

Implement systems for the collection & processing of your financial information



4. Advising

Provide trusted support & accountability to assist in guiding your business

3. Reporting & Forecasting

Report on performance & determine expected outcomes compared to plan





#1 Planning

Effective progress starts with a clear understanding of your current position and your desired destination. Before your business begins on its growth journey, you must pinpoint your current status, identify the factors shaping it, and outline the strategic steps required to propel you closer to your objectives.

This Planning phase guides you in discovering what success means to you and your business. Which then allows us to help you improve your:

- Business goals
- Financial position
- Financial systems
- Efficiencies

Mission of Planning Phase

To show you where you are in your business right now, what factors are leading you to this position and what steps need to be taken to move you closer to where you want to be:

GOAL SETTING

Develop and understand your goals while ensuring your business goals and personal goals are synced to guide you in the correct direction.

PERSONAL GOALS

Understand what drives you, both personally and as an entrepreneur.

- Long Term Goals
- Short Term Goals
- Perfect Week, Month & Year

BUSINESS GOALS

Determine where you want your business to be.

Stages

- Finish Line
- 3 years
- 1 year
- 6 Months

Numbers at Stages

- Gross Profit
- Net Profit
- Cash
- Valuation

CURRENT LOCATION

Understand exactly where you are in your business right now, what factors are leading you to this position and what steps need to be taken to move you closer to where you want to be.

Profit Planning

Evaluate profit for the last:

- 3 years
- 1 year
- Quarter

Cash Planning

Evaluate cash flow for the last:

- 3 years
- 1 year
- Quarter

Team Planning

Evaluate team changes over the last

- 3 years
- 1 year
- Quarter

Product/Service Planning

- What are your core products/services?
- What percentage of revenue do your core products/services generate?
- How are those products/services priced?

System Planning

Plan out and optimize the key financial systems which contribute to your cashflow in terms of:

- Estimating
- Billing
- Collecting
- Reporting

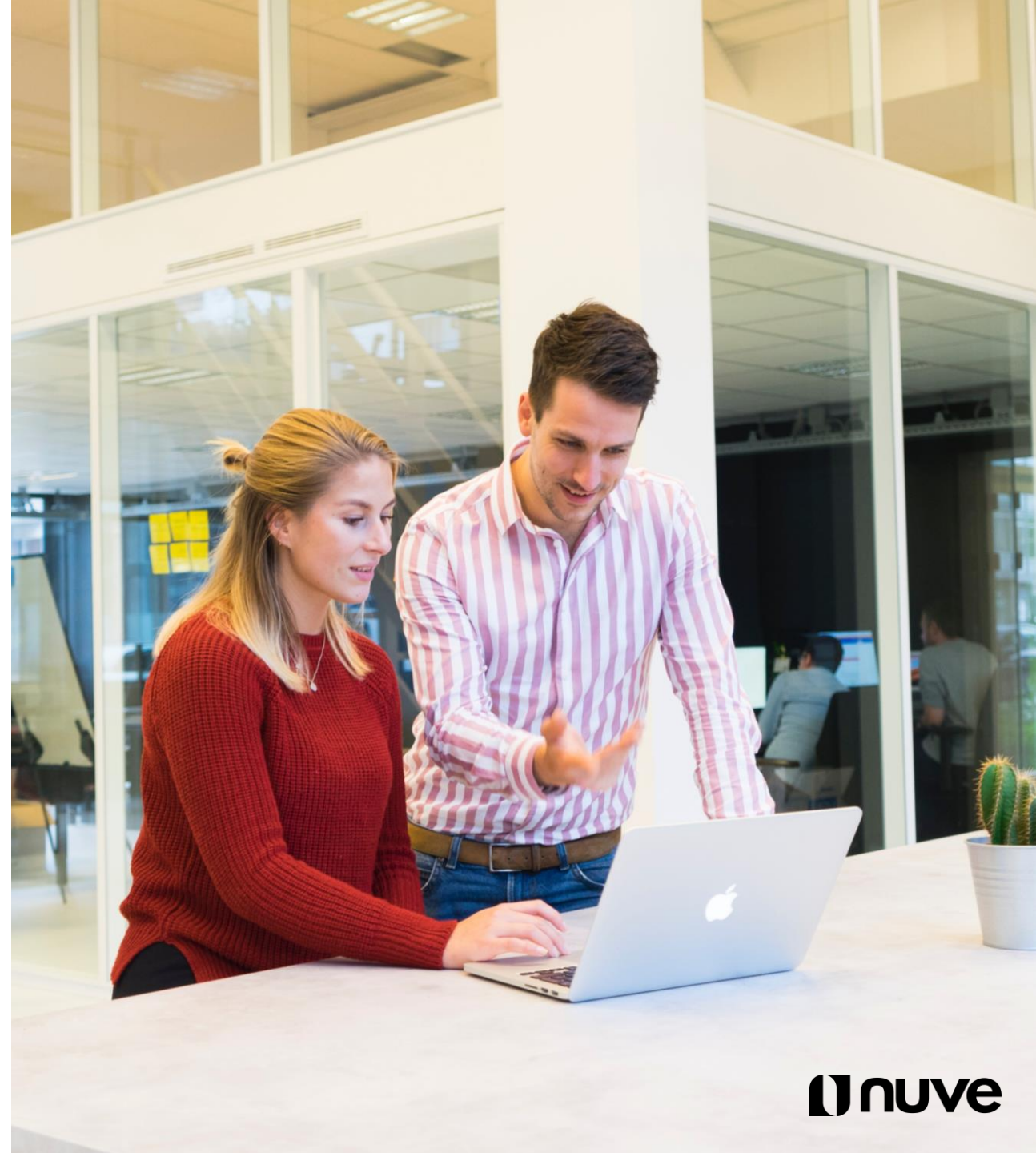
#2 Structuring

The foundation of your finance system must be meticulously structured to ensure the seamless capture of all financial data—swiftly and accurately. This organized structure empowers you with timely reporting that drives informed decisions, facilitating the growth of your business.

This framework is built upon the fusion of processes, technology, and seasoned finance professionals—each of these elements is pivotal in establishing a robust foundation for your business.

The finance system is then tied to a compliance system to ensure you meet all legal statutory requirements.

While there are several moving parts, we at Nuve ensure you understand how it works and have full visibility of each step and function.



Mission of Structuring Phase

Ensure all your financial data is being captured, efficiently and accurately, which enables you to have timely reporting that drives decisions to grow your business, while also meeting all your legal statutory requirements

DATA COLLECTION SYSTEM

Ensure all your financial data is being capture, efficiently and accurately.

Dext

Capture all your expense transactions, both bills and receipts.

Sales Integration

Capture all sales transactions through integration or collection

Collection Processes

Collect all financial information from sources

Data Integration

Clarify any transactions to ensure proper categorizing

Documented Processes

Maintain up to date documented accounting processes to ensure consistency

Training & Managing

We will train and manage your team members responsible for the key financial processes

COMPLIANCE SYSTEM

Tie your finance systems to a compliance system to ensure you meet all legal statutory requirements.

Payroll System

Create a reliable process for gathering payroll information and paying staff accurately and on time.

1099 Filing System

Reliable and up to date tracking of 1099 payments throughout the year. Year end filling of 1099 forms to IRS and contractors.

Corporation Tax System

With the Annual Accounts we will prepare and file your company tax return.

Sales Tax System

Reliable and timely preparation of annual, quarterly or monthly sales tax reports based on state requirements.

Annual Accounts System

Preparing Annual Financial Report, analyzing and trend over prior years, providing and assessment of the performance against industry benchmarks.

Owner's Tax System

Reliable and timely preparation of the company owner's personal tax return. Quarterly updates through the year on estimated tax liability.

#3 Reporting & Forecasting

As you progress towards your goals, it's crucial to assess your business's advancement at every step, confirming that you're moving at an optimal pace and in the right direction. This is where our reporting and forecasting tools come into play.

Our reporting and forecasting processes provide valuable insights into your progress and highlight areas where further enhancement is needed. Furthermore, they offer predictive information that allows you to anticipate the financial outcomes of your strategic actions.

We develop our financial modeling around Budgeting, Forecasting, Profit & Loss, Balance Sheet, and Cash Flow. We ensure you have timely and accurate reporting, while also holding you and your team accountable for agreed upon metrics and actions.

With our dashboard you are able to have live visibility of your progress to ensure you are making timely adjustments to move towards your goals. Followed by our management reports which report on performances compared to plan and allows us to make adjusts to targets to ensure we remain on track to achieve budget.



Mission of Reporting & Forecasting Phase

Understand where you have made progress and where you need to continue to improve and provide you with predictable information so you know what financial results will come from your measured actions

FINANCIAL MODELING	Budgeting Build a 12-month, 3-way financial model, budgeting the next financial year, with detailed analysis of all income and costs	Financial Forecasting Current expectation of forward-looking P&L, Balance Sheet and Cash Flow, compared to budget	Updating for Actual Results Monthly updating of budgets with actual results	Accountability Assisting in holding you and your team accountable for agreed metrics and actions to ensure everything is on track to achieve budget
DASHBOARDS	With our dashboard you can have live visibility of your progress to ensure you are making timely adjustments to move towards your goals	Revenue Dashboard Live tracking of current sales and potential sales to ensure we are on track to reach our goal	Profitability Dashboard Tracking of our expected profits to determine needed adjustments	Cash Dashboard Tracking of our cashflow to monitor cash burn rate and possible low balances
MANAGEMENT REPORTS	Our management reports review past performance compared to plan and allows us to make adjusts to targets to ensure we remain on track to achieve budget.	Profit & Loss P&L Report provides you with a picture of your sales and expenses incurred for the time period	Balance Sheet Balance Sheet shows you your current asset, liabilities, and equity balances at the end of the period	Cash Flow Cash Flow allows you to see your full business cash activity for the time period



#4 Advising

At the helm of your business, you're often confronted with challenging decisions that may leave you feeling isolated. Our Advising service is here to offer unwavering support and guidance, empowering you to navigate through these decisions and successfully traverse various stages of business growth.

Our skilled Advisors, who are seasoned finance professionals, serve as your partners in addressing opportunities and overcoming obstacles. With their expertise, you'll never face these decisions alone; we're here to ensure you always have someone in your corner.

Our Advising is broken into three functions:

- Operational Finance Function
- Strategic Finance Function
- Board Finance Function

Mission of Advising Phase

Provide you with support and guidance to help you make the right decisions and assist you through the different business stages

OPERATIONAL FINANCE FUNCTION

Optimizing operation systems which impact your finances

Pricing System
Analysis of pricing system to determine accuracy and discovery possible lost revenue with recommendations

Profit System
An in-depth analysis of the lost profits in the business – overhead return on investment, and efficiency and recommendations

Cash System
An analysis of the working capital cycles, analyzing your work in progress, accounts receivable turn, and recommendations

Data Collection System
An audit of the company wide processes for collating financial data, ensuring that there is no wasted time or bottleneck in the system

STRATEGIC FINANCE FUNCTION

Expert advice through key business events

Business Valuation
Valuing the business for exit, employee incentive plans, share transfers, succession planning, etc.

Exit Planning
Assisting in preparing business for exit and implementing any possible functions to help increase business value.

Tax Advisory
Evaluating business and owners' tax position and assisting in implementing tax saving strategies

BOARD FINANCE FUNCTION

Detailed expert advice and guidance through financial decisions

- Financial representative in your board meetings to help set, challenge and assign financial actions points
- Hold the relevant people accountable to ensure financial action points are fulfilled
- Give insight into industry trends
- Present the monthly management accounts key highlights
- Help the team to understand the financial impact of sale, marketing, operations, and people elements



People, Systems & Technology

Nuve is powered by our people, systems & technology, which together create a solid foundation for success.

Our systems at Nuve have been curated to ensure they meet the needs of today's ever-changing, growing businesses.

These systems ensure our processes run efficiently and information flows smoothly, internally and with our clients, which allows you to focus on your passion and us to provide high value to help drive your business performance.

Allow us to be your partner to help simplify your business's success





“Our mission at Nuve is to help businesses and entrepreneurs simplify their success.

We took our prior experience of building businesses to help us structure our systems around what our needs were at each stage of growing those companies.

With our accounting knowledge and entrepreneurial experiences, we developed our core values to guide us in providing the value that each of our clients need at the phase they are in their businesses.

We see ourselves as partners to our client’s because we are invested in the success of them, their team, and their organization.”

Jhonatan Aldama, CPA

Founder & CEO



Let's Get Started

Making the decision to take the first step can be challenging, and we understand the uncertainty that can come with change. We know that sometimes breaking from the familiar can feel daunting.

Yet, we also recognize that you're here driven by a purpose – the determination to propel your business forward. The place you find yourself in today is not where you envision your business's future. That's precisely why you're at this juncture – seeking the guidance to bridge the gap between your current reality and your aspirations.

Navigating this path with us is straightforward, designed to ensure a seamless transition through our onboarding process. Rest assured, you're in capable hands, and your dedication will be met with the reward of a more simplified business success.

This is your moment to embrace the next stride toward business growth—so let's take that step together.



“There is no room for procrastination in business. Entrepreneurs know what needs to be done and don't hesitate to make the decisions that will lead them to success. They don't let opportunities pass them by; instead, they seize the day and get the job done.”

- Inc.com



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