

# PROFILE

## **VISION B2B ADVISORY SERVICES PRIVATE LIMITED**

Head Office: Unit No 104, Tower-1, Assotech Business Cresterra

Sector 135, Noida-Expressway, Noida-201304 (India)

Ph: 0120-7195254; Email: [mail@vijaysaini.in](mailto:mail@vijaysaini.in)

Visit us at <http://www.visionb2b.in>

## **About Us - Synopsis**

Vision B2B Advisory was incorporated in the year 2008, initially as a technology company which was later on taken over by CA Vijay Saini in the year 2013 and Being a hub of finance professionals, the company decided to diversify its activities and started F&A Outsourcing, Virtual CFO Services, Management Consulting and Corporate Legal Services.

Vision B2B Advisory is proud to have a team of highly qualified professionals like Chartered Accountants, Company Secretaries, Cost Accountants, Advocates, MBA's, MCA's and many more.

Vision B2B Advisory Team is passionate about your growth.... That's how we grown from a nucleus of talent to a centre of excellence by working as an extended arm of your business to make the outsourcing experience smooth and hassle-free. We have ongoing relationship with small and midsize business groups, where in we work in collaboration to deliver solutions for their needs.



**“Our Knowledge Team warrants you to succeed”**

**XXXXXXXXXX**

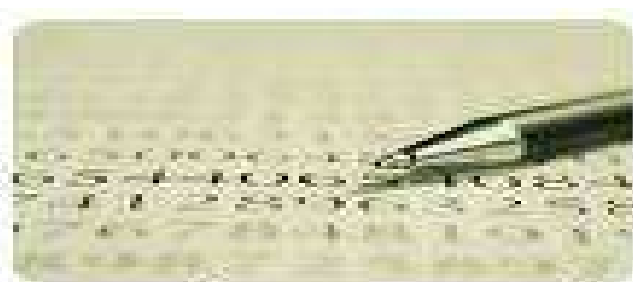
## **Services - Synopsis**

In today's competitive world wherein technology has taken majority of presence, it is important for companies to get increased Return of Investment (ROI). At Vision B2B Advisory, we provide complete financial Solutions which not only meet up the business need but also give flexibility, speed, efficiency and best ROI.

Our Process oriented approach towards understanding client needs, project management, development and deliveries have won client trust resulted repeat orders from our customers.

We deliver wide range of business related services like F&A Outsourcing, Virtual CFO Services, Management Consulting and Corporate Legal Services, where the Customers can derive maximum benefits by outsourcing the entire Non-Core activities rather than a single or two tasks within the process.

### **1. F & A Outsourcing**



# Accounting

- ❖ Book Keeping Services
- ❖ Financial Statement Preparation
- ❖ Accounts receivable management
- ❖ Accounts payable management
- ❖ Reporting and analytics
- ❖ Bank Reconciliation
- ❖ Payroll management, recruitment processing and benefit planning, risk management, compensation consulting etc.
- ❖ Reconciliation of Party Accounts
- ❖ Inventory Accounting
- ❖ Tax Returns preparations

Our Team is trained for doing accounting on multiple accounting software like Tally, Quick-book, SAP etc. and we extend full support to increase accuracy and reduce the turnaround time. Our systematic approach towards quality control and service delivery helps our associates to process transactions and consistently perform at a substantially higher level than average.

## **2. Virtual CFO Services/Part-Time CFO**

A Virtual CFO is a new adaptation to an old concept. It is made possible by advances in communication technology. The Virtual CFO does the same job as any other CFO with one difference—he is not on site. Rather, the virtual CFO stays in contact and maintains control by using powerful tools made available by advancing technology.

A very efficient and smart CFO is behind all successful companies. Prudent Financial Management helps the owners/ entrepreneurs to determine ; Where the company has been; Where it is now; and Where it is going?

Financial planning involves analyzing the financial flows of the company and forecasting the consequences of various financing and investment decisions. Also, financial analysis is necessary for sound financing and investment decisions. The CFO can play an active role in the strategic and financial planning of the company.

Most SMEs cannot afford to appoint full time CFO. As SME segment constitute a sizzable portion of corporate sctor, there is a big scope of professional firms to provide 'part time CFO service'. The biggest advantage for the customer is that they get the full support of a professional team where a mix of professionals and experts are available to solve their problems. Virtual CFO/ Part time CFO service can address and correct the weaknesses much more efficiently as they also bring in an independent third party view. A Virtual CFO/ Part-Time CFO not only bring in expertise at a lesser cost but also make significant contributions in the following critical areas:

## **I. Review and improvements in banking relationships**

- ✓ Review of present banking facilities as to adequacy, alignment, optimum usage, cost reduction and saving
- ✓ Identifying areas of improvements, comparative study with all existing bankers, review of securities offered
- ✓ Negotiating with banks for new and reducing existing interest rates and other bank charges.
- ✓ Prepare credit proposals / information memorandum for new credit facilities

## **II. Business Plans, Budget, Projections, MIS reports**

- ✓ Review and improve the present financial / MIS reporting system in the company
- ✓ Introduce profit centre based reporting if required to monitor performance better
- ✓ Guide in the preparations of business plans, Budgets, Projections as well as variances

## **III. Cash Planning and Treasury Management**

- ✓ Analyze working capital requirements.
- ✓ Daily/Weekly/Monthly/Quarterly/Yearly Cash flow management

## **IV. I.T System, Automation and Accounting Software**

- ✓ Review of existing accounting software towards segregation of duties, audit trail review, various application, operational and processing controls.
- ✓ Review and coordinate with IT department for necessary system backups and disaster recovery planning.

## **V. Cost Reduction, Process improvement and best practices**

- ✓ Identification of areas of control weaknesses, cost reductions and savings.
- ✓ Review of resources, Identification of under utilization of resources.
- ✓ Introducing best practices in various processes
- ✓ Procedure/ process improvements for profit maximization.
- ✓ Review of present policies and procedures
- ✓ Suggest improvements in existing internal control systems as well as suggest incorporation of additional controls wherever required.
- ✓ Submit report, Make presentations to owner/CEO on findings and recommendations for continuous improvements on a monthly basis.

## **3. Management Consulting**

We provide a wide range of management services and our consultants will work with your team to solve your business problems and improve your business performance backed by solid research and analysis. Our experts bring a mix of functional and domain experience and will seamlessly integrate with your team to execute projects.

- ✓ Strategic Management
- ✓ Business Process Re-Engineering
- ✓ Management Information Reporting & Control Methods
- ✓ Financial Management Planning
- ✓ IPO Planning

- ✓ Financial Due Diligence
- ✓ Commercial Due Diligence
- ✓ Project Feasibility Study
- ✓ Budgeting [Capital and Operating]
- ✓ Inventory Management
- ✓ Management Accounting Systems, Cost Control & Value Analysis
- ✓ Business Policy & Corporate Planning
- ✓ Fixed Assets Management and Accounting
- ✓ Project Expenditure Controls & Accounting

#### **4. Legal Services**

We offers the services of experienced Company Secretaries, Lawyers and Legal Assistants for corporate law matters, documentation support, registration services and the Intellectual Property rights at comparatively low cost.

We understand that the legal environment is dynamic and constantly changing, and we therefore channel significant resources into training of our on-site and offshore legal support teams. As a result, all our team members are adequately exposed to and well conversant with the latest developments in the practice of law.

##### **(i) Corporate law matters:**

- ✓ Drafting and review of various contracts and agreements, including leases and related property documents.



- ✓ Drafting of Joint Venture agreements.
- ✓ Research all aspects of corporate regulations, including mergers and acquisitions.
- ✓ Incorporation of Companies in India and abroad.
- ✓ Set up subsidiaries in India and abroad.
- ✓ Services in relation to approval/ permissions from the RBI /Government (FIPB) for setting up Projects in India and/or related to the Overseas Investments in the Project

## **(ii) Intellectual Property Rights**

- ✓ Trademark Registration
- ✓ Copyright Registration
- ✓ Patent search



Our legal team has expertise in the laws of several nations. Whether, it is drafting legal complaints or pleadings, researching complex legal issues or filling bureaucratic forms, our legal team offers outstanding support and better services tailored to the needs of your organization.

## **OUR VALUES**

Vision B2B Advisory code of conduct stands on five (5) pillars:

- 👍 Confidentiality
- 👍 Ethics
- 👍 Reliability
- 👍 Responsiveness and
- 👍 Professionalism.

## **OUR STRENGTHS**

- 🏢 A Specialized, Analytical and Innovative team of committed professionals.
- 🏢 Available when you need us most.
- 🏢 Vast and Diversified Experience, covering a wide range of Industries and Institutions etc., both in Private as well as Public Sector.
- 🏢 Technical Excellence in the field of Finance, Legal, Taxation and all related matters.

