

An Introduction to Polus Group' *FAO Management Science* Platform



In 2011, the average service business will grow 4% to 6%; while the "best-in-class" performers will achieve significant higher growth rates through portfolio optimization and expansion.

At Polus Group: We provide information that allows you to effectively manage your organization through management science that is built upon an intelligent decision making platform.

Why you need Polus: Outcomes of ***FAO Management Science*** from Polus Group include:

- 1) **Transparency:** Fact and information based decision making creates a results oriented culture focused on day-to-day performance, and continued improvement.
- 2) **Intelligence:** Alerts regarding cash management, performance, and intelligence triggers (competitive, client satisfaction, buyer price-demand & buyer utility curves, and market news, drivers, and changes).
- 3) Provides a **pragmatic decision making framework** via a management information system built on an FAO platform for analytics and reporting.
- 4) **Timely & Accurate decisions** predicated on facts not feelings.
- 5) **Useful Financial & Operating information from the legacy** accounting and financial statement data. Useful information used to drive the desired business results.
 1. **Actionable Business Intelligence:** Operational Management Science & Workforce Analytics
 2. **Key Operating Indicators and Drivers Known and Understood** at the Daily Branch Level, per Field Location, Function and Corporate Level enables Performance Targeting to connect daily execution to the corporate objectives
 3. **Service & Process Excellence:** The Playbook, Programs, and Practices
 4. **Process Optimization:** Engineered Processes and Functions
 5. **Knowledgeable and Empowered Decision Making Capability**
 6. **Better Control:** Adaptability & Flexibility
 7. **Reduced Operational Risk**
 8. **Increased Forecasting Accuracy**
 9. **Expansion strategy validation** and supported including capital requirements and appropriate financial engineering
 10. **Brand, Franchise and Asset Development**
- 6) **Risk Management**
 1. Enterprise class processes for managing Cash, Customers, Capital, and Capabilities.
 2. Reduce stakeholder risk and shareholder risk through improved process and information flow (lenders, investors, management).
- 7) **True Partnership.** Our approach aligns with your goals for Increasing Value, Profitability, and Wealth Creation.

About Polus Group

Polus Groups provides Management Science to create strategic and operational effectiveness. Our clients benefit from improved decision making, profitability, forecasting, and improved day-to-day execution.

Polus Group was created to ensure founders and stakeholder's create wealth (i.e. > 40% ROI). We apply the same time-tested and validated strategies and tactical execution processes that institutional investors apply to their portfolio companies. Our professionals have led, advised, and invested in some of the **most successful business service companies** in the Americas.

Polus Group's Management Science aligns the organization with the desired goals and outcomes. Polus Group is the solution to your needs when you are determined to create wealth or simply want to improve all the functional aspects of your business. Our methodologies are based on over 30 years of learning and married with the Polus Group FAO Management Science Platform distinguish us and ensures that our clients realize their desired wealth outcomes.



An Introduction to Polus Group' *FAO Management Science Platform*



It's what you know, and when you know it. Management Science Drives Performance.

- The Polus Group *FAO Management Science Platform* is \$6,000 per month plus transactions fees.
*Setup fees and additional project/consulting fees may apply depending upon size and complexity.

Management Science Platform:	Outsourced FAO:
<ul style="list-style-type: none">☑ SaaS Management Information System including Management Dashboards☑ Analytics☑ Intelligence☑ Workflow Alerts and Triggers☑ Tools, Templates, & Training Library☑ DMS (Document Management System)	<p>Capabilities include:</p> <ul style="list-style-type: none">☑ Dashboard Reporting☑ GL☑ Biweekly Forecasts: Cash, Revenue, Performance☑ Monthly Financial Statements☑ Trigger and Alert Reporting☑ Integrated Billing & Procurement/PO system☑ Paperless A/P workflow and e-payments☑ Workflow and approval routing☑ E-payment solution for checks or ACH for all vendors (eliminates need for paper check runs at client site)☑ 24/7 availability of financials <p>Assumptions:</p> <ul style="list-style-type: none">- Single entity and single currency

Is your company a top performer?

- Are accounting and financial reports providing the information and decision-making guidance that is enabling you to direct and manage your business effectively?*
- Are you satisfied with the amount of resources and time required to achieve your business objectives?*
- Do you have a "Management Dashboard" and a set of "Key Measurements and Metrics" (KPI's) to guide decision making and ensure forecasts become realities?*
- Can your managers precisely define your business' success and/or its' failures in pragmatic terms?*

Polus provides founders and emerging company executives with:

- ☑ *"Transparency" + "Management Dashboard" + "Management Science" + "Intelligence Routines" + Advisory Solutions (hands on help) to achieve your Desired Outcomes.*





Polus¹ was created in response to founder's need for *Management Science* to better guide, govern, and lead their businesses to ensure that they have the ability and capacity to create wealth.

At Polus we will provide you the capabilities and the capacity to:

- ✓ Effectively achieve budgets and forecasts.
- ✓ Turn your current financial data into actionable information and management assets.
- ✓ Utilize *Management Science* to make effective and the most appropriate decisions.
- ✓ Leverage a *Management Dashboard* to focus on the right areas and activities to improve.
- ✓ Improves Business Performance: Profits, Key Performance Indicators, People, etc.
- ✓ Effectively implement cost savings that enhances the business model and its scalability.

Our approach improves decision making at all levels of the organization and provides the information and the infrastructure to improve profitability, forecasting, and day-to-day execution. What makes the Polus approach special is the following two attributes:

- 1) Intense focus on labor-intensive businesses, (i.e. we only focus on asset light businesses) where we have deep industry domain expertise. Ask us for our "*Wealth Creation Thesis*" for your industry sector.
- 2) The background and proven track-record of our consultants; who have successfully created wealth from businesses just like yours.

Who We Work With*

- ✓ Agencies (Marketing, Staffing, etc.)
- ✓ Business Services
- ✓ Consultancies
- ✓ Facilities Management and Hospitality
- ✓ IT Providers: MSPs, MSAs,
- ✓ Outsourcing Providers
- ✓ Professional Services
- ✓ Software
- ✓ SaaS and TEBS (Technology Enabled Businesses)
- ✓ VAR's, Telecommunications, Reseller's

*We only work with businesses where we have successfully invested and created wealth.

"In 2011 and beyond, wealth will be created for the operationally "best-in-class" businesses which connect daily performance of their people to the desired results, while responding to changing market conditions and customer requirements."

-Garry E. Meier, Polus Group Founder & Chairman

¹ Polus is the name of the Roman Titan who was responsible for Wisdom, Finance, Monies, and Currencies.





Client Testimonials

"Since assuming responsibilities, you and your colleagues have installed a viable business, developed a fully featured product offering, and developed both operating and customer service tools that were sorely lacking. Your contributions can perhaps best be measured by the dramatic improvement in EBITDA performance." - Arch Payne, Founder HRO Outsourcing firm Achilles Group Inc.

"Polus defined and streamlined our financial processes and routines so that we grew more efficiently." - Justin Downey, President JDM Labs.

"We engaged Polus to handle all of our financial reporting and transaction processing they have the operating acumen to be a true advisor plus they have taken away the headache of managing the accounting and reporting, allowing us to focus on the most critical aspects of our business." - Craig Williams, MyCFOnetwork

"Polus cleaned up my accounting and created the forecasting tools to scale my business." - Mike Eyre, Founder and CEO Apollo LLC

"The methodology to improve our operational model and optimize corporate development was essential. The result has been a true realization of our potential at a much faster and more cost effective rate than we thought possible." - Mark Leary, Founder & CEO, Serenity.

"A smart business partner who sees the big picture AND doesn't let the details fall away. Their insight is a welcome addition to our firm." - JL Love, Founder Maximicer.

"Polus has a knack for clearly defining goals and the path to achieving them. Working with them has resulted in my own professional growth and I consider them an asset." - Angela Leary, VP and Controller, Serenity Systems Inc.

