

Capability Statement for Matt H. Evans, CPA, CMA, CFM

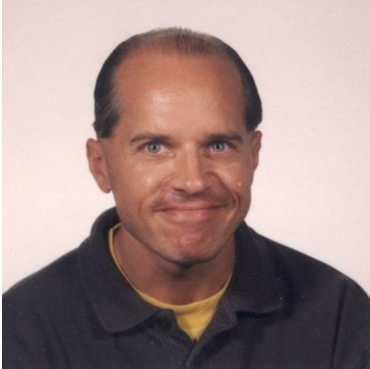
Excellence in Financial Management



Corporate Financial Training • Strategic Business Analysis • Financial Forecasting • Balanced Scorecards • Process Improvement • Intellectual Capital • Performance Modeling • Project Management Support

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Introduction



Registered under the trade name *Excellence in Financial Management*, my consulting practice is devoted to advancing best practices in finance for all types of organizations. Headquartered in Washington D.C., I have had the pleasure of working in all three sectors: Private, Government and Non-Profit. My mission is simple – elevate the financial practices of organizations through a broad range of knowledge that covers financial and non-financial disciplines. By taking this comprehensive approach, finance becomes a catalyst for improving the performance of the organization. This Capability Statement is designed to give you a better understanding of what I do and how I can potentially enhance your financial management practices.

My Background

My background covers 30 years of experience in all aspects of finance, ranging from all forms of transaction processing and analytics to high level projects such as:

- Balanced Scorecard Project – Led the design of strategy maps and the scorecard framework to get the agency strategically focused – U. S. Army
- Process Improvement Project – In 2012, worked directly with Deloitte Consulting on process mapping and brain storming sessions, identifying changes to commercial targeting practices – U. S. Customs and Border Protection
- ERP Implementation Project – Participated as site lead in full scale implementation of an ERP software application – Waste Management
- Non Profit Development Project – Led the development of financial policies and practices for building the non-profit sector in Bulgaria – American Volunteers for International Development

Business Profile:

Business Type: Sole Proprietorship

DUNS No: 07-874-0175

SIC Code: 8742

NAICS Codes: 541211, 541611, 541612, 541614, 541618, 611430, 611710

Standard Product Codes: 80101603, 86132000

Product Service Codes: R408, R499, R710, R799

Geographic Area Serviced: Global

Primary Service: Specialized Financial Support for Public, Private and Non-Profit Organizations

Additionally, I have made a continuous commitment to expanding my knowledge. My training includes executive education programs at the Wharton Business School and J. L. Kellogg Graduate School of Management. I continue to develop my own courses and teach at George Mason University. My professional credentials include: Certified Public Accountant, Certified Management Accountant, and Certified in Financial Management.

Specific Services

Here are some examples of what I do:

1. Performance Measurement – Design and implement key performance indicators for running a business, project or other venture
2. Strategic Analysis – Analyze the strategy of an organization using competitive intelligence techniques to identify gaps or flaws in the strategy
3. Value Analysis – Identify the underlying drivers behind what creates value for an organization and shifting focus on what matters
4. Benchmarking Study – Establish a set of internal and external benchmarks to improve how performance is evaluated
5. Training Programs – Create formal training programs so people are more analytical and effective with decision making
6. Cost Analysis – Analyze cost structures of business units, products, investments or other entities to better understand the true cost of doing business and how to lower the costs
7. Project Support – Support system or process improvement projects with strong functional expertise including assessments, gap analysis, and other activities

Partnerships

In order to expand my capabilities beyond a single source, I have working relationships with much larger consulting practices:

Resources Global (<http://www.resourcesglobal.com/>) – Provides project team members who have strong financial expertise

Midmarket Place (<http://www.midmarketplace.com/>) – Provides specialized advisors for private companies seeking to increase their market values

TeleSolv Consulting (<http://www.telesolvconsulting.com/>) – Provides a GSA contract vehicle so I can provide services to the federal government in the greater Washington D.C. area

Wealth of Knowledge

Because I have worked hard over the last 30 years to grow and build my knowledge, I can bring a lot of firepower to most situations unlike any other small consulting firm. For example, I fully understand things like the Project Management Body of Knowledge (PMBOK) and the Business Analysis Body of Knowledge (BABOK). I have completed Six Sigma Green Belt training and have taught workshops on topics such as Logic Models, Balanced Scorecards, and Strategic Business Analysis. This is what separates my practice from all others – the vast depth of knowledge and expertise from a single source.

Knowledge Base

You are welcome to tap into my knowledge by visiting these online resources:

1. Financial Management Training Center (www.exinfm.com/training) – You can download free short courses on topics such as Capital Budgeting Analysis, Managing Cash Flows, Competitive Intelligence, Balanced Scorecards, and Project Management.

I just want to send a quick message to compliment you on one of the most valuable web sites on the value topic we have seen. Our business model incorporates some of the features you present and no other site provides such a clear, crisp, and thorough approach.

2. Excel Spreadsheets (www.exinfm.com/free_spreadsheets.html) – You can download Microsoft Excel spreadsheets to jump start your financial task. Spreadsheets include Financial Projections, Due Diligence Assessment, Cash Flow Tracking, Inventory Control, and Cost Estimation.

3. Short Articles – (www.exinfm.com/board) - Read and download over 100 short articles on topics such as Improving the Budgeting Process, Tips for Improving Cash Flows, Basics of Benchmarking, Value through Innovation, Learning to Think, and Using Decision Trees.

I am not sure how often you get a thank you for your spreadsheet page, but I know about 135 people at Harvard Business School's PMD program who are happy. Thank you!

Summary

Everyone needs to be financially savvy in today's complex world. Finance is at the center of driving value within every organization and it must be mature and sophisticated to meet this challenge. This requires going beyond the numbers and engaging in disciplines that enable financial results – things like strategic analysis, measuring value, recognizing hidden assets, and emphasizing projects. I invite you to make a commitment to expanding your financial management practices. You can drop me an email at matt@exinfm.com or give me call anytime (24 x 7) on my toll free answering service at 1-877-807-8756. I look forward to hearing from you.