



# NORTHSTAR BUSINESS INTELLIGENCE GROUP

**Organize. Analyze. Strategize.**

Collect & Transform Your Business Data Into Usable Information To Make Better Business Decisions.

## CFO / CONTROLLER OUTSOURCING SOLUTIONS

**Northstar Business Intelligence Group** can help you use your business & operational data to improve & guide your decision making process for your business in a cost effective way. Adding an outsourced CFO or Controller part-time virtually can greatly enhance your accounting & finance team. Their leadership, experience & oversight of accounting systems, processes & reporting can make a world of difference and will add someone to your team on the ground floor, that really understands your numbers from a business management perspective (not tax) and can provide you with additional support to manage your business now and into your future.

Typically, owners, managers & accounting staff will see great improvements in accuracy, efficiency & have more time because of the professionals expertise & know-how. You will have a better understanding of your business intelligence (BI) because of the insightful analysis being done on your data and have more trust in the information you are receiving enabling you to make better informed decisions. You will also see a benefit of employees gaining additional skills, new know-how & confidence from the training we provide them.

### ACCOUNTING



Oversight on AR, AP, Inventory, Payroll, Bank Rec's, Credit Card Rec's, Maintain Fixed Assets & Depreciation Schedules, Cash Management, GL Account Structures, Balance Sheet & Income Statement, Month End & Year End Processing & Advanced Financial & Mgt Reporting, Adherence to GAAP, Work with CPA Firm. File Sales & Payroll Tax reports.

### BUSINESS INTEL (BI)



By accessing and exporting data (data mining) from your software applications, we can create simple, yet very powerful, analytical tools to help you and your team see new insights and explore options on how best to drive growth in revenue and profits. We can use third party applications slicing data or use a more economic solution like MS Excel.

### CLEANUP



Occasionally, the accounting work falls behind or has been mismanaged to the point that a professional needs to step in, clean things up and get the business back on track with timely & accurate reporting. We understand that the focus of owners and managers usually is on generating revenue, not reporting business results, we can help.

### PROCESS DOCUMENTATION



By either accessing your Network (VPN) or sharing files on Hubdoc, we can create a document storing process so we can mutually see documents & files. We can document a structure (OneNote if on network) where we manage processes, log completion of monthly work, link files to their sources for quick access, create SOP's & training Videos.

### PLANNING & MODELING



Working with you we can develop strategic plans, a business model with a budget that will help you, your team and outside professionals, bankers, those doing due diligence on your company with understanding your current & future state of your business. We can create revenue & cash forecasts, work on profit margins & a plan to get it done.

### SITUATIONS WHERE WE CAN HELP

- ◆ Your staff may need some oversight & guidance. They have been getting it done, but may lack the skills or experience to move to a higher level .
- ◆ Your staff needs help, they have great skills, but are over-tasked and you need things to quickly jump to a higher level. We can develop tools, then train and support your staff on their use, freeing up more of their time to do more in other areas.
- ◆ You simply need a higher level of experience overseeing accounting, reporting and analysis each month but don't have the budget for a full time CFO / Controller. They can design & improve systems that adhere to GAAP, build tools, train staff and improve their work efficiency and accuracy. A Virtual Controller could close or review your month end process, analyze and provide a write up of your financial situation and key metrics, file required documents (bank covenants & tax reporting) & give you a better overview of your business.
- ◆ You may be in need of a Virtual CFO to work with you to discuss how best to create and build a business model to aid you in strategic planning, forecasting, budgeting, banking, merger or acquisitions, raise funds or create better metrics and systems that will help you set and hit future annual goals & objectives.
- ◆ You may simply need help with projects like software & automation (QuickBooks, XERO, NetSuite, MS Dynamics, Sage, etc.), process documentation, creating better automated tools, cleanup accounting or training of staff. In most cases, we can help!



## ORGANIZE.

We organize your business processes enabling you to get the accurate business intelligence you need, when you need it.

## ANALYZE.

We analyze your business data from different perspectives and provide advice and guidance along the way as needed.

## STRATEGIZE.

We help you develop strategies that will evolve your business to help you achieve current & future goals & objectives.



## TESTIMONIALS

*"I have found Gary Kiecker to be a wonderful resource for our business and consider him as our CFO on an as needed basis. The projects and oversight he has been involved in with our company have been quite elaborate and comprehensive. Gary is knowledgeable in all phases of business and has earned my trust and respect and I plan to continue our retention of his services on an ever-green basis."*

Aggressive Hydraulics Inc.  
Paul Johnson, President / CEO

*"I've worked with Gary for the past 20 years in his capacity as CFO/Controller at a number of shared clients over the years. Gary has always demonstrated strong accounting / financial acumen along with a good business sense in his problem solving. He's always demonstrated strong leadership skills at his different business engagements over his career. I most recently brought him in on a client who had gotten behind on their internal accounting which was creating a mess for year-end purposes. Gary was able to sort through all of it and get the monthly accounting back on track for the client."*

Lurie, LLP  
Tim Baranick, CPA Director

## 3 STEPS TO GET STARTED



- 1) Contact us by email at [Gary.Kiecker@NorthstarBIG.com](mailto:Gary.Kiecker@NorthstarBIG.com) or call us directly at 763-360-5306 and we can discuss your needs and how we can help organize, analyze & strategize.
- 2) Schedule a visit so we can meet face-to-face on Zoom or if in Minnesota, in person.
- 3) Choose the best path forward for you and your business, prepare your plan of action, work your plan, review results and making course corrections as needed.



**Northstar Business Intelligence Group** started out as a way to help businesses find a better way to start, improve and grow their businesses. I have always believed business systems can be improved on if you simply look at and analyze the information being generated from the different business applications being used. This does take a knowledge of data and some creativity organizing the information to visually analyze it, as well as experience to properly interpret your findings to provide options & a strategy on what decisions and actions should be taken in the future.



Gary J. Kiecker  
CEO, Founder

My combined education and 25 years of experience in accounting & finance working in leadership roles for a wide variety of different sized company's as CEO - President, CFO & Controller for businesses in different industries, using a variety of popular software applications has provided me a unique knowledge and understanding of gathering & interpreting financial & operational data. This background enables me to improve on most business processes & analysis being used by many businesses today.

Additionally, my real estate license, certifications in financial modeling & development of a life planning program have added many different skills, experiences & insights which I can use to help guide you and your business.

I have started, owned and managed businesses and feel comfortable rolling up my sleeves working through challenging situations as well as working with others training them on how best to develop and use tools to improve accuracy, efficiency and analyzing all sorts of data. I do believe there is always a better way for a business to do things and in today's environment, a business owner needs to be doing things better.

I certainly hope my company and I can help you find greater levels of success.

