



Provision of On-demand, Flexible CFO Solutions

The challenge for many businesses, as they navigate through the life-stages of start-up, growth, and maturity, is the need for an ever-higher level of expertise or specific skillsets. However, they may not yet be in a position to hire a full-time resource.

This is particularly true for the CFO function which is typically covered-off by the business founder and an accountant/bookkeeper. As a business reaches this transition point, the requisite skills or capacity may not be readily available in-house to provide financial leadership as a true business partner to the CEO or founder.

At Farber, we provide fractional CFO skills and experience through an on-demand model, supporting private and public companies to address this challenge. There are many scenarios and trigger events which may give rise to needing this type of support, including:

- start-up or early-stage financial management
- rapid growth or contraction of the business
- transaction driven, such as M&A, IPO preparation, or technology deployment
- taking on third-party funding
- expanding the depth of the executive management team to include finance
- off-loading accounting department management from business owners
- managing, mentoring and onboarding of new finance leadership, and developing the in-house finance team
- process improvements and upgrading the effectiveness of the finance function
- annual budgeting and ongoing monitoring of actual results

We are not a traditional provider of contract resources. We are a business and financial advisory firm with an understanding that people are not commodities and that relationships matter.

*- Ian Brenner, Partner and
Charlene Bergman, Managing Director*

Farber's Fractional CFO practice provides access to skilled and experienced executives with a track record of success. Our services are customized to the needs of your business in terms of the number of

days per month our resources can be available to support the business, as well as the scope of services.

We continuously evaluate the needs of your business and establish formal check-ins at agreed points of time where, by mutual agreement, we may adjust the scope of our mandate. At a point, many of our clients graduate to a full-time need and we play a pivotal role by defining and supporting the search for the right resource, as well as facilitating a smooth transition.

Our goal is to provide a skilled resource who can immediately add value to your business.

Success Stories

- Provided a fractional CFO to assess the finance and administrative function of a professional services firm undergoing rapid growth. The CFO completed a comprehensive Finance and Accounting Functional Review (FAR), identified the needs and supported the search for a full-time controller, prepared the onboarding plan, and brought the accounting function in-house. The CFO remained active as counsel to the new controller and ownership for 12 months after transition, with primary responsibilities including capital raising and facilitating monthly financial review meetings.
- Carried out a forensic audit of a public company on behalf of the Board of Directors, which resulted in the resignation of the executive team. The resignations left the



company with an incomplete annual audit, and statutory filing obligations were due within five weeks. Farber provided an interim CFO on short notice and all the filings were completed on time. Four years later, the incumbent continues to act as the fractional CFO, providing on-demand services to meet the needs of the business.

- Provided a fractional CFO to conduct a FAR to assist the owner of a manufacturing company; the emphasis was on providing insights to support the strategy and operations of the business. The FAR covered the business' strategy and direction, opportunities for introducing automated tools, an assessment of productivity initiatives, as well as staffing composition and competencies of the finance team.

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