



JDC Exceptional
Group Technology
Talent

To Whom it may concern

March 5th, 2015

JDC Group engaged CRO Management Consulting in May 2014 to assist JDC Group developing an annual budgeting and rolling forecast process leading to a performance scorecard showing key performance indicators to best support desired sales and profitability levels for the company through 2016.

CRO Management Consulting performed an initial assessment evaluating people, processes and systems leading to a set of recommendations for JDC Group to achieve the goal expressed. Those recommendations have been and are been implemented.

The initial focus was on cash management and on speeding up collections. Within 10 months the company was able to reduce DSO by over 30%.

Secondly Christina focused on increasing and providing consistency of financial reporting by reviewing and adjusting the chart of accounts and establishing standard processes around reporting. Bringing a new accountant on board helped to standardize execution of financial tasks and improving consistency on financial transactions while enabling the finance function to perform on a higher and more effective level.

CRO Management Consulting developed a rolling forecasting process using contractor and placement information and developed a process for predicting total year financial performance on a sales, gross margin and net profit level. This process supported and lead to the budgeting process for 2015. JDC Group engaged CRO Management Consulting for 2015 to continue to develop and provide management reporting, oversee the finance function and focus on analyzing the companies' profitability and developing recommendations of improving it. This year the main focus is on processes and systems and management reporting.

As the owner of JDC Group, I have been very pleased with the professional approach and diligence CRO has consistently demonstrated in every aspect of the work. CRO was instrumental in getting JDC Group's accounting and controlling processes established and solidified. I have been very impressed with CRO's engagement and commitment to find solutions despite at times very challenging circumstances. Christina has been a huge help and a joy to work with.

Johannes Dorsch | President

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