

Client	A large domestic / Indian Real Estate Investment firm
Investment	A large township development in the National Capital Region
The assignment	Our client invested in a 50 plus acres township project as an equity and debt holder. The investors appointed Acquisory as the monitoring agency on its behalf to manage, streamline, and monitor the finance function and make it effective.
Problem statement	To keep leakages in sales, costs, construction and cash flows under check and control
Our solutions and Advice	<p><b>Monitoring steps</b></p> <p><b><i>Finance Function and Compliances</i></b></p> <ul style="list-style-type: none"> <li>✓ Manage the complete finance function for the company</li> <li>✓ Appointed the CFO for the company</li> <li>✓ Assessed the current accounting systems and records and suggested streamlining of the system</li> <li>✓ Check and monitor statutory and other compliances</li> </ul> <p><b><i>Business Plan</i></b></p> <ul style="list-style-type: none"> <li>✓ Prepared a comprehensive business plan including costs in conjunction with the management</li> <li>✓ Reviewed the progress on key project milestones for consistency with the Business Plan</li> <li>✓ Analyze the comparison on the actual IRR and budgeted IRR</li> <li>✓ Monitor / review of the costs along with a technically qualified alliance partner to keep a check on costs and timeline</li> </ul> <p><b><i>Sales, Purchases and Construction</i></b></p> <ul style="list-style-type: none"> <li>✓ Identified and implemented the CRM system</li> <li>✓ Monitor the CRM for sales and defined the sales process</li> <li>✓ Monitor the purchase process (PI / PO) and</li> <li>✓ Ensured that all costs / expenses were in line with the budget</li> </ul> <p><b><i>Checks on leakages</i></b></p> <ul style="list-style-type: none"> <li>✓ Monitor and check cash sales through mystery buying and inquiry</li> <li>✓ Unannounced site visits to check progress, compliance etc</li> </ul> <p><b><i>Reporting</i></b></p> <ul style="list-style-type: none"> <li>✓ Reporting of the monthly / quarterly project information and status along with the key issues and suggest recommendations / actions to mitigate issues</li> <li>✓ Fortnightly sales report to the client</li> <li>✓ Monthly MIS reports</li> <li>✓ Monthly cost sheets</li> <li>✓ Present issues at the Monthly management committee meetings with the client in attendance</li> </ul>
Value Add	Strict monitoring of the project at every level – formulation and monitoring of business plans, costs and construction monitoring, sales and purchase monitoring, and the overall finance function has led to an effective and streamlined project development. Managed to save costs across construction and administration and ensured no leakage in sales and cash to achieve projected IRRs

# About Acquisory

**Acquisory** was founded in 2010, by highly credentialed professionals with specialized experience across M&A Advisory, Operations & Risk Consulting, Asset Management, Financial Accounting, Audit and Process Reengineering.

We are a boutique advisory firm who understand the dynamics of **business / operations/ transactions /industry** and possess necessary skills to blend practical insights with tax & regulatory knowledge, to design effective custom tailored solutions to all business situations/ hurdles.

Our **ASSET MANAGEMENT SERVICES** are the **solution** to support our private equity clients in meeting their objectives of **maximizing returns**. Our services have been designed to address the challenges being faced by investors in **managing the operational, strategic and financial** aspects of their investee companies, as they are not able to get the right management information in time and you are worried about fraud, misappropriation or misconduct in their investee companies. Smart investors know that it is prudent if investments are followed up with a continuous monitoring of key business risks. **Acquisory becomes your eyes and ears on the ground** and help you manage such risk factors through our suite of asset management services.

## WE PROVIDE THE FOLLOWING SERVICES

Portfolio Management Services

Strategic Advise, Independent Project Monitoring and Value Enhancement

Dispute Resolution and Litigation Management

Setting up and Improvising Finance Function

Exit Advise and Maximization of Investors Returns

Forensic Support

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