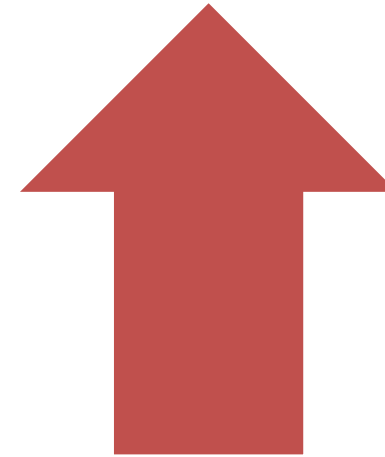
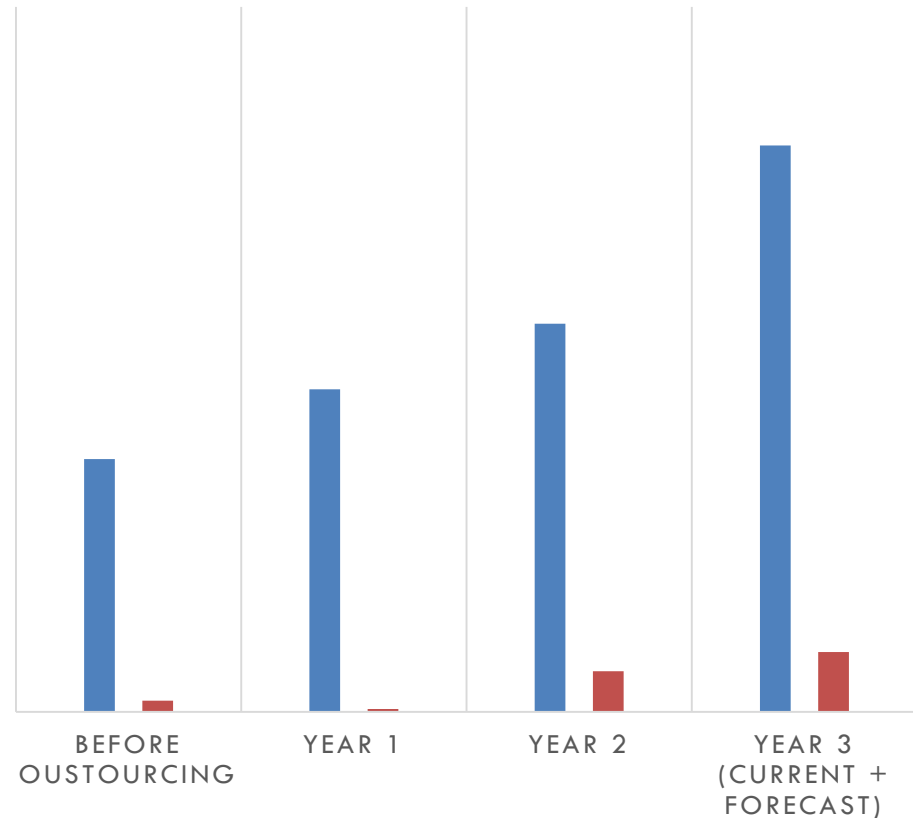


LEARN HOW E COMMERCE COMPANIES ARE SUCCEEDING WITH CORIENT



CLIENT GROWTH IS OUR MANTRA

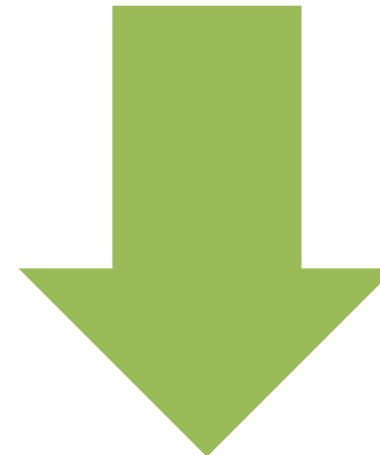
CLIENT- REVENUE AND PROFIT



Increase in Revenue by 2.25 times over 3 years

Increase in profit by 5.3 times over 3 years

Able to Focus on business growth



Reduction in Time Involvement

Reduction in overheads

Reduction in supplier coordination

Elimination of Accounting errors

Sales Accounting

Invoice Processing

Supplier Reconciliation

Collection and Payments

Bank Reconciliation

VAT

Payroll

Management Accounts

SCOPE

CHALLENGES BEFORE CORIENT



INACCURATE ACCOUNTING
PROCESSES BY EXISTING STAFF



CLIENT WAS ANXIOUS ABOUT
PROFITABILITY NUMBERS-
MANAGEMENT ACCOUNTS
WERE NOT PRODUCED ON
MONTHLY BASIS



LITTLE USE OF TECHNOLOGY
TO GET ACCOUNTING DONE
WITH MINIMUM EFFORTS



ACCOUNTING FIRM WAS
MORE FOCUSED ON
COMPLIANCE RATHER THAN
ADVISORY



DELAY IN SUPPLIER
RECONCILIATION LIMITED THE
CLIENT'S ABILITY TO GET
VOLUME AND CASH
DISCOUNTS



HOW CORIENT HELPED



CORIENT CLEARED
BACKLOG IN
ACCOUNTING



RECTIFICATION OF ALL
ACCOUNTING ERRORS



REWORKED ACCOUNTING
PROCESS TO MAKE IT
SIMPLE, EASY AND TIME
EFFICIENT



MIGRATED ACCOUNTING
FROM DESKTOP BASED
APPLICATION TO CLOUD
ACCOUNTING SOFTWARE



PRODUCED MANAGEMENT
REPORT ON MONTHLY
BASIS



DEVELOPED DAILY AND
WEEKLY DASHBOARDS TO
HELP CLIENT MANAGE
CASH FLOWS, ETC



PROVIDE RATE, OVERHEAD,
SUPPLIER, CUSTOMER
ANALYTICS TO HELP
CLIENT TAKE BETTER
DECISIONS

SAMPLE MANAGEMENT REPORT

Snapshot

\$ in 000s			
Particulars	April 2018	April 2017	Trends
Gross Revenue	205	118	↑
Direct Cost	151	81	↑
Gross Profit	54	37	↑
Overheads	16	17	↓
Net Profit	38	20	↑
GP Margin %	26%	31%	↓
NP Margin %	19%	17%	↑

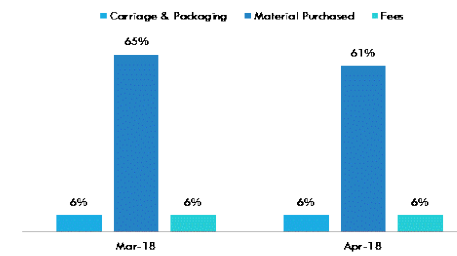
- Direct cost increased by 70K due to increase in material purchases. Further, Direct Costs cannot be compared with previous year due to change in methodology
- Sales have increased by 73% (86K) and Overhead have Decreased by 5% compared to April 2017.

Cost Analysis

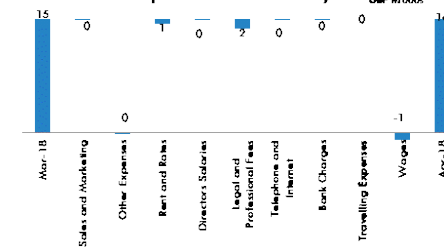
Direct Cost :

- Cost of Goods Sold has increased by 70k. The numbers cannot be compared due to change in methodology of calculating cost of goods sold
- Legal and Professional Fees have increased due to Perrins charges invoice recorded in April 2018 while wages have reduced. As compared to March 2018 overall cost increase by 1k.

GROSS MARGIN ANALYSIS IN % TERMS OF SALES



Expense Movement Analysis





We had an internal book-keeper for many years. As the company had many complexities we decided to move to the outsource company, Corient. We were initially part of a larger Ltd company and Corient helped greatly through the transition of removing our company out into its own Ltd company.

Corient have also spent much time and effort on understanding my company in detail and put into place many processes to ensure that the books and management accounts are as accurate as possible. Corient have a very pro-active outlook and it feels like they really want your company to grow and they want to help in any way they can.

I would highly recommend Corient as a solution to your book-keeping requirements.

Ben D

Managing Director

E Commerce Company