

**GROW YOUR BUSINESS**  
**NOT YOUR BACK-OFFICE**

# **YOURS FAITHFULLY ADVISORS**

**YOUR OUTSOURCING  
PARTNERS**



# RETHINK YOUR BACK OFFICE

Globalization, emerging technologies and overall market volatility require you to have a more adaptable, flexible and cost effective business model.

You do not have the luxury of an inefficient back office. New approaches are needed to remain successful and maintain sustainable competitive advantage.

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## Increase focus on core competencies and value drivers

### Business Growth



**"Keeping the  
lights on"**

The typical back-office spends 80% of their time keeping the lights on. Transactional processing, compliance and internal meetings dominate your day. This leaves only 20% of your capacity for business growth activities such as strategic planning, customer insight and operational analytics.

The key to compete is to change this dynamic and increase the amount of resources and time you focus on growing your business.

Creating a hybrid model- which means a combination of shared services and a BPO provider- can add tremendous value to your organization. To get it right you need to understand what should go direct to your BPO provider and what should remain in house because you shouldn't send poor processes over the wall.

**YF Advisors is a professional consulting firm that has been providing Accounting, Payroll, Financial and Tax Advisory services with over 15 years of experience. The company is composed of driven and passionate people who always deliver the extraordinary.**

# THE TOOLS FOR CHANGE

## “ONE SIZE DOES NOT FIT ALL”

Global Business Services (GBS), Outsourcing, and Shared Services are some of the key buzz words around back-office optimization. At the end of the day, you need to develop a customized model that fits your business.

You need access to best practices, emerging technologies and a resource model that matches the cost to the inherent value of the activity being performed.

The end result:

- Lower and more variable cost model
- Paying appropriately for the work being performed
- Improved efficiency through process standardization and automation
- Increased productivity, scalability and flexibility
- Higher operational visibility and insight
- Increased focus on Business Growth activities



**Savings over time**



**Total number of  
man hours served**

**20,000+**

**Helped our clients  
saved**

**\$20M**

**Increase efficiency  
by**

**23%**

# OUR SERVICES

## Finance Consulting

- Setting Up Chart of Accounts
- Accounts Payable
- Collection Accounting & Debtors reconciliation
- Fixed assets accounting
- Bank Reconciliations
- General Ledger
- Billing
- Employee Travel and Expenses
- Management & Financial Reporting
- Audit readiness
- Physical stock verification
- Transition Audits
- Mystery Audits

## Process Outsourcing

- Sourcing and procurement (AP)
- Supply Chain
- Sales & customer operations (AR)
- Talent & HR
- Banking
- Record to Report

## Attrition Management

- Manpower Outsourcing
- Recruitment
- Training & Orientation

| Average rate @ YFA | No of Hours | Days | Months | Annual charges | Comparative charges | Approximate Saving per head count |
|--------------------|-------------|------|--------|----------------|---------------------|-----------------------------------|
| 15 \$ per hour     | 8           | 22   | 12     | 31,680 \$      | 65,000 \$           | 33,320 \$                         |

MANPOWER AUGMENTATION SERVICES

THE PROCESS

STRATEGY & PLANNING

- Offshore role identification
- Offshore readiness assessment

CANDIDATE PROFILING

- Job Analysis & Competency profiling for individual roles
- Assessment Process Evaluation

TALENT ACQUISITION

- Screening & shortlisting of candidates
- Conducting of interviews
- Identify the top candidates

TRAINING AND ORIENTATION

- Staff induction program
- Client management induction program

OPERATIONAL EXCELLENCE

- Allocation of client care supervisor
- Staff engagement activities
- Annual training need analysis

CLIENT READINESS SUPPORT

- External & internal communication plan
- Process and system review
- IT infrastructure review

PERFORMANCE APPRAISAL

- Performance review and career development program

OUR WORKFORCE.

“YOUR TEAM”

# OUR LEADERSHIP TEAM



**Vishal Aggarwal**

- Founder and Partner
- Chartered Accountant
- Experience: 14+ years
- Specialization - Business Process re-engineering, Business Advisory, Manpower Outsourcing



**Kirti Aggarwal**

- Co-Founder and Partner
- Chartered Accountant
- Experience: 12+ years
- Specialization - Finance and legal operations in multinational corporates



**Saket Drona**

- Partner
- Post graduate, IIM
- Experience: 26+ years
- Specialization - International offshoring, Operational Excellence & People management



**Shiv Mittal**

- Partner
- Experience: 21+ years
- Specializes in strategic financial management, Cash Flow Planning, Financial system development



**Deepak Babel**

- Partner
- Experience: 15+ years
- Specializes in internal audits, data analytics and outsourcing operations, credit controlling



**Sanjay Choudhary**

- Growth Partner
- Masters, IIM Calcutta
- Experience: 30+ years
- Specialization - Operations, manage delivery, and quality control services



**Jyoti Mittal**

- Growth Partner
- Master's in Marketing, operations & HR
- Experience: 27+ years
- Specialization - Strategic interventions, Employee Advocacy, Talent Management, Talent acquisition



**Ritesh Verma**

- Growth Partner
- Bachelor of Engineering (Computer Science)
- Experience: 25+ years
- Specialization - Delivering IT projects, Application management across Banking, Capital Markets and Insurance domain

# REPRESENTATIVE EXPERIENCES

**Client profile:** Germany based **\$23.5B** leading manufacturers of chemicals and consumer based products

**Project Overview:** Client worked with YF Advisors to successfully migrate their logistics headache from a highly decentralized operating environment to a more cost-effective, efficient outsourcing model. Reduced operating costs by **46%**.

**Client profile:** **\$52B** multinational pharmaceutical company whose primary operations are in the New York, United States

**Project Overview:** As a result of significant control issues and the need to reduce costs, client engaged YF Advisors to define a Shared Services for Stock Transition Governance across locations in India. Achieved **40%** cost reduction plus enhanced process efficiencies, automation and internal controls

**Client profile:** **\$25.89B** multinational pharmaceutical and biotechnology company whose primary operations are in the Cambridge United Kingdom

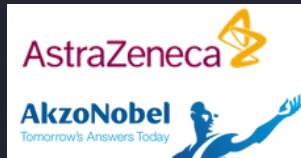
**Project Overview:** Migrated a wide range of back-office functions to YF Advisors including accounts reconciliations, hospital conferences mystery checks, 3rd party process checks, Transitions Governance etc.

**Client profile:** Industry-leading Higher Education Platform for Students & Early Career Professionals.

**Project Overview:** Though the client was already running its back-office operations very lean, additional cost reduction synergies were mandated. YF Advisors implemented a BPO (Business Process Outsourcing) solution , absorbing Accounts Payable, Employee Payroll, General Accounting, Audit Readiness, Financial Reporting and Cash Applications.

**Client profile:** **\$19M** real estate company providing premium residential housing solutions

**Project Overview:** Client worked with YF Advisors to successfully outsource its Accounts Payable, Employee Payroll, General Accounting, Audit Readiness, Financial Reporting & Taxation. Total expected labor cost reductions realized will be at least **50%** over the current cost model

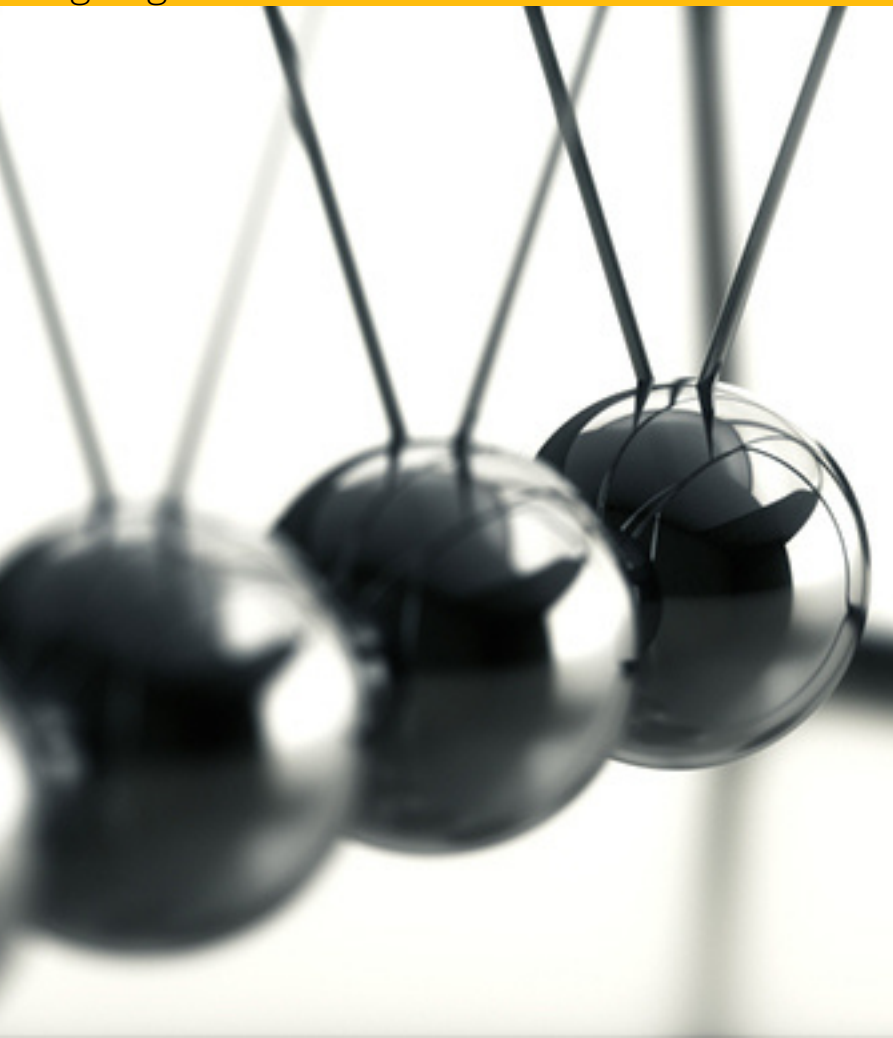




# SUSTAINING YOUR MOMENTUM

Maintaining momentum is a common challenge once you have implemented your GBS model. It is critical to have a strategy and operating plan to ensure continuous improvement, service culture and the discipline of governance and performance management. Without this, inevitably the natural cycle of change will take you back to the status quo.

YF Advisors brings deep expertise to help you avoid these pitfalls and maintain ongoing success.



## What our clients say...

*I have been using these guys for years and WILL never go anywhere else. YF Advisors service, always with a smile and caring attitude. I highly recommend :)*

*Rajeev Das, Bloomberg US*

*YF Advisors have been preparing our accounts, company and personal tax returns and their service is always good and timely. They are available by phone/email whenever we need to and discuss our business matters. We value them as our consultants, and highly recommend YF Advisors.*

*Avdhesh Agarwal, Director-Automation  
Fareportal Inc US*

*YF Advisors is one of the best, authentic and hardworking consultants I know. They will bend over backwards to fulfill your requirements. Experience of the team, unique perspective and broad knowledge base is the essence of the organization.*

*Neeraj Nagpal, Sr Project Manager Infogain US*

*Vishal and the team are doing a great job with out bookkeeping. They always keep us up to date with monthly reports, making decision making easy. They also deal with all of your payroll needs for 50+ staff on a weekly basis. Overall we get a better level of service, faster response times AND save money compared to using our old accounting firm. I can't recommend them enough and look forward to working together for the foreseeable future*

*Ruchi Rajasekhar, Program Manager MISO US*



# INDIA

## The premiere offshore alternative

The challenges of managing an in-house model strain the largest of US, UK & Canadian companies and are even more formidable for companies that have leaner and more streamlined management structures.

YF Advisors India, located in the country's premiere financial capital, provides distinct advantages for the demands of mission critical, 24x7 operations.



- Off shoring center in Mumbai (the foremost outsourcing hub in India)
- Uninterrupted power supply (UPS backup)
- Spacious office set-up (15000 square feet) with modern facilities to ensure optimum productivity
- PCs with latest technology configuration
- Segmented LAN with firewall protection
- Secured data access using encrypted SSL access
- Access to current versions of accounting and tax software's like QuickBooks, Xero, Sage Line 50
- Dedicated bandwidth through a 150 MBPS leased line to maintain 24\*7 online connectivity
- High speed secondary broadband connections for additional redundancy

# CONTACT



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