

THE PAIN POINT ELIMINATOR™

Articulating Your Financial Vision

Fellow Entrepreneurs-

Economic indicators may pull you out of the doldrums and give you the adrenalin you are looking for! Raising capital in this environment is challenging, but it forces you to look at your company with a critical eye. How will you bootstrap and maintain a positive cash flow when faced with longer sales cycles and a slower economy?

Capital efficiency is accomplished through financial modeling, an effective way of sharpening the focus of your financial outlook. It provides you with simple solutions deriving from complex business and industry elements.

What are your pain points? What keeps you up at night?

You may be ready to approach investors. Are your business plan projections realistic and cohesive, given the current market? Are you ready to convince the investor that you will have a terrific ROI, and are you prepared to defend your numbers with vigor and confidence?

Here are some situations where an in-depth understanding of the bottom line can significantly reduce opportunity cost - your time and dollars - and enhance your competitive edge:

Pain Points

✓ **Investors want you to focus on the business side of your invention, yet on an average, 70% of any presentation focuses on the invention!**

The financial model sharpens the focus of the bottom line and you will comfortably change your presentation to a 70% focus on business and its potential path to profitability!

✓ **Needless rejections from the investor adds to your opportunity costs, delays you from going to market and allows your competition to catch up with you!**

A financial model encompasses all aspects of a business, including headcount acceleration, pricing model, revenue model, lab costs, cash flow and sales forecasts, to name a few. Using this decision-making tool to decide whether or not you will need to raise capital and most importantly how much, will tailor your research of compatible angel or venture investors.



Next Stage Solutions, Inc.

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We build financial models for life sciences, bioinformatics and hightech start-ups and position them for angel or venture capital. We also offer interim management for incomplete executive teams.

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✓ **Financial modeling gives you the long view needed to achieve capital efficiency and makes you more credible to the investor!**

You want to gain sustainable value through tight and lean capital expenditures. The financial model gives you a robust foundation and a tailored optimization strategy. The model also helps you recognize implications of potential risks and maps your business vision.

✓ **Capital efficiency for a Later Stage firm!**

Capital efficiency applies to your stage particularly, as your capital expenditures are rising exponentially. You are about to ascend the S-curve! Your office is buzzing and the staff is over committed! Your focus needs to be on capital budgeting rather than head count; you will need all that brain power during your acceleration!

The financial model offers you that crucial decision-making tool in how to optimize and add value in moving forward with confidence.

Who should build the financial models?

The models require knowledge of industry assumptions and acquaintance with the investor's mind and needs. Your CFO and auditor will have the know-how, or a consultant/business strategist who has a strong, broad background in finance, management and business strategy.