



Operational Analysis

AE Guidance, LLC can help your firm operate more efficiently and profitably. Our Principals are all experienced in firm operations having led long careers in AE firm management. AE Guidance will review your current performance numbers, policies and procedures and make recommendations for improvement. This effort will include interviews with management and staff, a thorough analysis of operating statistics and a detailed evaluation of your business management procedures.

Analysis of Performance

- Balance Sheet
- Profit and Loss statements
- Cash Flow Statements
- Multipliers
- Utilization rate
- Accounts Receivables

Policy and Performance Reviews

- Employee manuals
- Account receivables procedures
- Business development process
- Marketing material and web site
- Annual business plan
- Risk Management

Organizational Structure

- Review of existing structure
- Interview and evaluation of firm executives and staff
- Staff assessment
- Assessment of firm culture
- Decision hierarchy
- Recommendations for improvement

Project Management

- Review of PM process
- Project cost accounting
- QA/QC procedures
- Professional Service Contracts

The AE Guidance team can customize an operational analysis for your firm that focuses on the areas that are of the most concern to you. We can help you maximize your profitability while improving your service offerings to your clients.