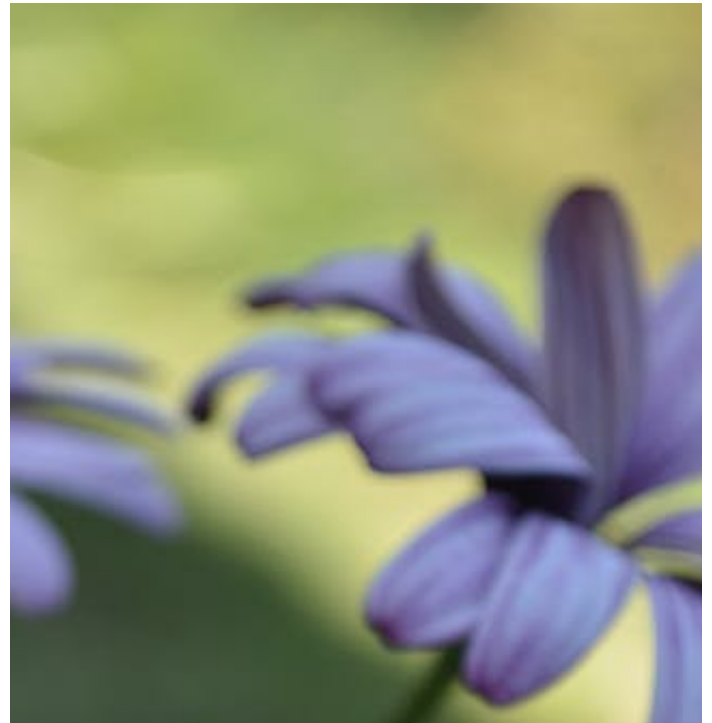




Opportunities to Increase Profitability

For Small to Mid-Size Companies



Operating a small to mid-size business with a skilled labor shortage in an economy under crisis is a twofold challenge.

A difficulty most organizations encounter in this unprecedented environment is to ensure sufficient resource capacity. This problem, magnified by the COVID-19 pandemic, intensifies the pressure to reduce operating costs. As a result, local companies are struggling to maintain their talent workforce at an affordable or sustainable rate to ensure business continuity and future growth.

JK Advisory (“JKA”) can help. JKA has collaboratively partnered with multiple small to mid-size companies to alleviate staffing issues. JKA offers client-oriented solutions and has assisted with an organization’s resource constraint by either optimizing the current resources or by augmenting capacity with additional manpower.

JKA provides client benefits through various means depending on the current organizational needs.

Revenue Impact: JKA’s talent pool provides clients with the flexible capacity needed to quickly meet market demand. In addition, JKA employs offshore specialists who not only can be utilized to support areas such as production, sales, and marketing but they do so at a significantly reduced labor rate.

Expense Reduction: JKA’s experienced in-house resources possess the qualifications to optimize your operations and increase your productivity.

Variable Cost Structure: JKA offers a variable fee structure that minimizes your fixed costs and provides the flexible capacity to adjust to market conditions.

Case Examples

A Finance and Risk Services Company.

A Bellevue, WA company with \$50M in revenue lost their team of data scientists within a 3-month period. This team was critical to the company's success in product development and to their ability to service new business in the e-Commerce risk management space. JKA immediately augmented the client's staffing needs with its team of experienced data scientists. The JKA team seamlessly maintained the client's internal workload and project pipeline – at a 75% cost reduction. JKA significantly increased customer service and provided additional capacity for the client's operations under a variable cost model.

A Workflow Management Company.

Customers of an Illinois-based invoicing, data processing, and workflow management outsourcing company asked it to reduce prices by 20% to alleviate their operating difficulties arisen from the pandemic. It was impossible for the client's current cost structure to support this price concession. JKA was engaged to determine some viable options. Within a two-week timeframe, JKA developed a creative solution that more than met the client's expectations – the utilization of its offshore resources. The success of the pilot initiative led the client to shift additional lower margin services to JKA, requiring a JKA ramp up team of 15 FTEs to support. The major benefit for our client? A 70% lower cost model that allows the client organization to maintain its profit margin despite the challenges of navigating in the current landscape.

An Asset Management Company.

A client organization in Seattle, WA was experiencing a decrease in revenue and a decline in margin. It was also under new ownership and the client was experiencing significant pressure to increase profit. Our JKA lead was charged with implementing solutions to rapidly improve the bottom line. He directed the effort to consolidate suppliers and led successful negotiations that brought about a 30% reduction in supplier costs. Processes were also standardized to increase productivity across multiple divisions. The implemented initiatives led to a 70% increase in EBITDA.

A Credit Services Company.

Due to increasing costs, a local Seattle company was losing a significant amount of business. The JKA team was able to recommend and implement a rapid innovative solution within 2 weeks. This enabled the client's Sales team to bid and won work with new clients. Since then, the client has partnered with JKA to expand the scope into additional revenue-generating areas.

For additional information about JKA or its services, visit www.jkadvisory.us or contact info@jkadvisory.us