SADE SOLUTIONS LLC

FINANCE • BUSINESS DEVELOPMENT • SOLUTIONS

EXECUTIVE CLIENT PRESENTATION

Finance | Controls | Process | Technology | Risk | Growth

Turning complex business conditions into decision-ready insight, accountable execution, and sustainable operating value.

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Executive Proposition

Sade Solutions LLC helps leaders improve the quality of information, controls, processes, technology, and governance that support enterprise decisions.

10+	30+	9	18
integrated capability lanes	years combined experience	representative delivery contexts	aligned NAICS service codes

CLIENT CONDITIONS

- Financial performance is difficult to explain, forecast, or manage.
- Close, reconciliation, payroll, or reporting processes are inconsistent or delayed.
- Control gaps, audit findings, or evidence weaknesses remain unresolved.
- Manual workflows and unclear ownership create rework and operational risk.
- Technology, ServiceNow workflows, data, or automation do not align with the intended operating model.

SADE SOLUTIONS RESPONSE

- Diagnose causal relationships among process, controls, systems, data, and governance.
- Prioritize issues according to risk, value, urgency, dependency, and implementation feasibility.
- Design future-state workflows, controls, KPIs, reporting, and decision rights.
- Support implementation, testing, training, stabilization, and sustainment.
- Create executive visibility through dashboards, action tracking, and governance cadence.

EXECUTIVE OUTCOME

- More reliable financial and operational information.
- Stronger accountability and control traceability.
- Faster and more disciplined execution.
- Lower recurrence of exceptions, rework, and audit pressure.
- A scalable operating foundation for technology, automation, and growth.

The Business Conditions We Address

Most performance problems are systemic: they arise from interactions among strategy, process, ownership, data, controls, technology, and governance.

FINANCE VISIBILITY

- Weak forecasting and scenario analysis.
- Limited cash-flow or profitability insight.
- Inconsistent variance narratives and management reporting.

ACCOUNTING DISCIPLINE

- Late close and reconciliation backlogs.
- Inconsistent journal-entry, accrual, prepaid, fixed-asset, or payroll processes.
- Unclear account ownership and substantiation.

RISK AND CONTROLS

- Audit findings or recurring control deficiencies.
- Weak evidence traceability and remediation governance.
- Unclear segregation of duties or control ownership.

PROCESS AND OPERATIONS

- Manual work, unclear handoffs, and rework.
- Inconsistent SOPs, RACI, escalation, and performance measures.
- Vendor, logistics, inventory, or service-delivery bottlenecks.

TECHNOLOGY AND DATA

- ERP or ServiceNow workflows do not reflect the intended process.
- Data quality and reporting logic are unreliable.
- Automation or AI is pursued before process and control readiness.

GROWTH AND EXECUTION

- Unfocused pipeline and weak opportunity qualification.
- Limited partner, buyer, market, or capture discipline.
- Projects lack governance, ownership, or decision cadence.

Growth of Sade Solutions LLC

The firm has evolved from a finance-centered advisory practice into an integrated transformation and execution platform.

FOUNDATION

Finance and Accounting Discipline

- FP&A, budgeting, forecasting, scenario analysis, and executive reporting.
- Controllership, close, reconciliations, accruals, prepaids, fixed assets, and data quality.
- Government financial management, funds control, and audit-readiness support.

Build financial discipline

EXPANSION

Controls, Process, and Program Execution

- Internal controls, risk assessment, FIAR/OMB support, and remediation.
- Process mapping, SOPs, RACI, root-cause analysis, and operating-model improvement.
- Supply chain, logistics, performance management, PMO, and governance.

Integrate the operating system

NEXT STAGE

Technology, Workflow, and Strategic Growth

- ERP, data, dashboards, ServiceNow-enabled workflow, and post-implementation stabilization.
- Payroll-process analysis, AI-enabled improvement, training, and change enablement.
- Business development, capture, partner strategy, and fractional executive advisory.

Scale value through enablement

Integrated Capability Architecture

Capabilities are intentionally connected so clients can address root causes rather than purchase isolated workstreams.

Finance Transformation and FP&A

Planning, forecasting, profitability, scenarios, and executive insight.

Controllership and Accounting

Close, reconciliations, journal entries, accruals, prepaids, fixed assets, and reporting.

Payroll and Workforce Process

Payroll controls, reconciliation, exception analysis, workflow, and ownership.

Internal Controls and Risk

Risk assessment, RCMs, narratives, testing, evidence, and remediation.

Business Process Improvement

Process maps, SOPs, RACI, root cause, standardization, and automation readiness.

Government Financial Management

Budget execution, funds control, GFEBS, FMMI, ADVANA, OMB A-123/A-11, and FIAR.

Technology, Data, and ServiceNow

Requirements, UAT, validation, dashboards, workflow/case management, and stabilization.

AI-Enabled Process Improvement

Use-case prioritization, human review, control design, governance, and value measurement.

Supply Chain and Logistics

Procurement, vendors, inventory, readiness, issue escalation, and performance measures.

Program and Project Management

Charters, integrated plans, milestones, RAID, executive status, and change control.

Business Development and Capture

Market research, qualification, partners, buyers, capture, and growth roadmaps.

Training and Change Enablement

Role-based training, job aids, adoption, stakeholder engagement, and knowledge transfer.

Finance Transformation and FP&A

The objective is to move finance from retrospective reporting toward forward-looking decision support and value stewardship.

ANALYTICAL FOCUS

- Assess the finance operating model, planning calendar, data flows, roles, and reporting architecture.
- Evaluate revenue, expense, cash-flow, profitability, and scenario drivers.
- Distinguish recurring structural variance from temporary timing effects.
- Align metrics with management decisions rather than report volume.

REPRESENTATIVE SERVICES

- Annual budgeting, long-range planning, rolling forecasts, and scenario modeling.
- Budget-to-actual and forecast-to-actual variance analysis.
- Cash-flow, profitability, customer, service-line, property, and unit economics.
- Business cases, cost-benefit analysis, and executive dashboards.
- Finance transformation roadmap, governance, and implementation support.

CLIENT DELIVERABLES AND VALUE

- Integrated forecast model and planning cadence.
- KPI dictionary and executive performance dashboard.
- Variance-analysis package with decision-oriented narratives.
- Profitability and resource-allocation views.
- Clearer forward visibility, more disciplined planning, and improved executive decision quality.

Controllership, Accounting Operations, and Payroll Process

Reliable reporting depends on disciplined close, account ownership, substantiation, payroll controls, and repeatable operating procedures.

CRITICAL CONTROL POINTS

- Close calendar, dependencies, cutoff, and owner sign-off.
- Journal-entry preparation, review, support, and posting authority.
- Balance-sheet reconciliations and account substantiation.
- Accruals, prepaids, fixed assets, depreciation, and intercompany activity.
- Payroll inputs, approvals, reconciliations, exceptions, and downstream accounting.

ANALYTICAL INTERVENTION

- Analyze recurring exceptions, aging, unreconciled items, manual adjustments, and workflow bottlenecks.
- Clarify account, process, and approval ownership.
- Standardize documentation, review evidence, escalation, and control checkpoints.
- Connect payroll and accounting processes to financial reporting, data quality, and segregation of duties.

REPRESENTATIVE OUTPUTS

- Close calendar and checklist.
- Reconciliation, JE, accrual, prepaid, fixed-asset, and payroll-control templates.
- Accounting policy and SOP updates.
- Exception, aging, and remediation trackers.
- Cleaner books, fewer recurring exceptions, stronger control evidence, and higher management confidence.

Internal Controls, Risk Assessment, and Audit Readiness

The work links risk, process, control design, evidence, testing, remediation, and executive accountability.

ANALYTICAL PRINCIPLES

- Assess inherent and residual risk at the process and transaction level.
- Evaluate control design separately from operating effectiveness.
- Trace evidence to the control objective and management assertion.
- Identify root causes, compensating controls, and remediation dependencies.
- Prioritize deficiencies by risk, recurrence, impact, and feasibility.

REPRESENTATIVE SERVICES

- Risk and control assessments; risk-control matrices.
- Process narratives, flowcharts, walkthroughs, and PBC tracking.
- Control design and operating-effectiveness testing support.
- OMB A-123, OMB A-11, FIAR, and audit-readiness support.
- Corrective action plans, remediation roadmaps, and governance.

EXECUTIVE VALUE

- Stronger evidence traceability and management assurance.
- Clearer ownership and decision rights.
- Better visibility into unresolved risk and remediation status.
- Lower recurrence of findings and reactive audit preparation.
- Audit findings become governed projects with owners, milestones, evidence, and escalation.

Business Process and Operating-Model Transformation

The objective is to reduce ambiguity, rework, cycle time, and control risk by aligning process, roles, information, and governance.

PROCESS DOMAINS

- Procure-to-pay, order-to-cash, and record-to-report.
- Billing, collections, accounts payable, payroll, and expense management.
- Vendor onboarding, approvals, inventory, logistics, and service delivery.
- Management reporting, issue escalation, and cross-functional handoffs.

METHOD

- Document current-state workflow, controls, systems, data, roles, and pain points.
- Use root-cause analysis to separate symptoms from structural failure modes.
- Design future-state process, RACI, SOPs, controls, KPIs, and escalation.
- Prioritize automation only after process and control requirements are defined.
- Support rollout, training, adoption, and sustainment.

CLIENT OUTCOMES

- Reduced rework and processing ambiguity.
- Clear ownership, handoffs, and escalation paths.
- Shorter cycle time and more consistent execution.
- Stronger control integration and documentation.
- An operating model that is more ready for ERP, workflow, automation, and AI enablement.

Technology, Data, ServiceNow, and AI Enablement

Technology creates value when requirements, data, controls, process, ownership, and adoption are designed as one system.

ERP AND DATA ENABLEMENT

- Finance and operational requirements assessment.
- Fit-gap analysis, chart-of-accounts and data design.
- Data migration, cleansing, validation, and reconciliation.
- UAT planning, defect governance, and stabilization.
- Dashboard and reporting logic tied to management decisions.

SERVICENOW-ENABLED WORKFLOW

- Workflow, case-management, approval, and exception requirements.
- Integration of ownership, controls, evidence, escalation, and service levels.
- Process mapping and requirements traceability before configuration.
- Training, adoption, performance monitoring, and continuous improvement.

GOVERNED AI ENABLEMENT

- Prioritize use cases according to value, feasibility, risk, and data readiness.
- Define human review, decision rights, control points, and exception handling.
- Establish data quality, model-output validation, and accountability requirements.
- Measure value realization rather than technology adoption alone.
- Apply process-before-automation discipline.

Government Financial Management and ERP-Enabled Mission Support

Public-sector performance requires transparency, funds discipline, evidence traceability, and management reporting aligned with mission execution.

GOVERNMENT FINANCE

- Budget formulation, execution, variance analysis, and funds control.
- Financial improvement and audit-remediation support.
- Prepared-by-client evidence tracking and corrective action governance.
- Policy, SOP, narrative, flowchart, and management-reporting support.
- Federal, state, local, and municipal financial-management support.

ERP AND PLATFORM EXPOSURE

- SAP S/4HANA and GFEBS-enabled financial processes.
- FMMI financial operations and funds-control support.
- ADVANA-enabled analysis and decision support.
- Oracle, Workiva, Workday, Anaplan, and Power BI exposure.
- Requirements, data, controls, testing, and reporting integration.

PUBLIC-SECTOR VALUE

- Improved transparency and accountability.
- Stronger control evidence and audit preparedness.
- More disciplined budget and funds visibility.
- Repeatable processes that support workforce continuity.
- Executive-ready reporting for mission and stewardship decisions.

Supply Chain, Logistics, and Program Execution

Operational readiness depends on traceable flows, accountable handoffs, measurable service levels, and disciplined program governance.

SUPPLY AND LOGISTICS

- Procurement-to-payment workflow review.
- Vendor performance, inventory visibility, and supplier coordination.
- Materials, service-delivery, and operational-readiness analysis.
- Control points, escalation, cycle time, and service-level measures.

PROGRAM MANAGEMENT

- Project charter, scope, workstreams, milestones, and dependencies.
- RAID, decision, action, and change-control governance.
- Executive status, stakeholder cadence, and issue escalation.
- Training, transition, handoff, and sustainment planning.

EXECUTIVE VALUE

- Better visibility over cost, timing, vendors, inventory, and handoffs.
- More reliable operational readiness and service delivery.
- Clear milestones, owners, dependencies, and decisions.
- Faster identification and resolution of delivery risk.
- Initiatives move from discussion to governed execution.

Business Development, Capture, and Strategic Advisory

Growth is treated as a governed operating process that connects market choice, qualification, capability, partners, economics, and execution capacity.

STRATEGIC ANALYSIS

- Market, buyer, partner, competitor, and opportunity mapping.
- Capability alignment and addressable-market prioritization.
- Opportunity qualification, probability, timing, and resource requirements.
- Cost, profitability, capacity, risk, and strategic-fit analysis.

GROWTH OPERATING MODEL

- Pipeline governance, stage criteria, ownership, and cadence.
- Capture plan, requirements mapping, compliance, and proposal readiness.
- Partner strategy, teaming structure, and stakeholder engagement.
- Executive decision support and prioritization of scarce resources.

CLIENT VALUE

- More disciplined opportunity selection.
- Better focus of time, capital, and leadership attention.
- Improved pipeline visibility and accountability.
- Stronger alignment between growth ambition and delivery capacity.
- A repeatable growth engine rather than ad hoc pursuit activity.

Analytical Delivery Methodology

The delivery approach combines evidence triangulation, causal diagnosis, future-state design, implementation governance, and sustainment.

1 **DISCOVER**

Clarify objectives, stakeholders, constraints, systems, data, documents, and decision requirements.

2 **DIAGNOSE**

Triangulate evidence and identify causal process, control, data, technology, ownership, and governance failures.

3 **PRIORITIZE**

Rank issues by value, risk, urgency, recurrence, dependency, and implementation feasibility.

4 **DESIGN**

Define future-state workflow, roles, controls, KPIs, reporting, technology requirements, and roadmap.

5 **DEPLOY**

Build artifacts, support implementation, testing, training, adoption, and stabilization.

6 **SUSTAIN**

Establish ownership, cadence, monitoring, escalation, knowledge transfer, and continuous improvement.

Executive Diagnostic and Prioritization

An illustrative prioritization model distinguishes urgent stabilization needs from structural transformation opportunities.

HIGH IMPACT

IMPACT

STRUCTURAL TRANSFORMATION

- Finance operating model
- Data and reporting architecture
- Process standardization
- Control redesign
- ERP / workflow enablement

EXECUTIVE PRIORITY

- Audit findings / control failure
- Close or payroll instability
- Cash-flow visibility
- ERP stabilization
- Critical delivery risk

MONITOR / SEQUENCE

- Lower-risk documentation updates
- Longer-term optimization
- Noncritical reporting enhancements
- Training refresh

TARGETED STABILIZATION

- Recurring exceptions
- Approval bottlenecks
- Aged reconciliations
- Workflow escalation gaps
- Short-cycle process fixes

LOW IMPACT

LOW URGENCY | HIGH URGENCY

URGENCY / TIME SENSITIVITY

Illustrative diagnostic only; actual priorities are validated through stakeholder interviews, document review, workflow mapping, and data/evidence testing.

Representative Experience and Platform Exposure

Enterprise, federal, commercial, nonprofit, and institutional experience is translated into practical execution for each client environment.

REPRESENTATIVE DELIVERY CONTEXTS

- Department of Defense: Finance transformation, audit readiness, and PMO.
- U.S. Army: GFEBS/SAP finance and process improvement.
- U.S. Marine Corps: Logistics and supply readiness.
- USDA: FMMI financial operations and OMB A-123 controls.
- Deloitte subcontract context: Finance, controls, risk, business development, payroll, ServiceNow workflow, and PMO support.
- EY subcontract context: Controls, risk, process improvement, business development, payroll, and ServiceNow workflow support.
- Confidential commercial, nonprofit, property-management, and higher-education environments.

Deloitte

EY

SAP

Oracle

Workiva

Anaplan

Aeyon

Asset Living

HOW EXPERIENCE IS USED

- Apply enterprise-tested analytical methods without imposing unnecessary consulting complexity.
- Adapt governance, documentation, technology, and reporting to the client's scale and risk environment.
- Use direct leadership involvement to accelerate decisions, resolve ambiguity, and maintain accountability.
- Protect confidentiality by presenting transferable capabilities and high-level outcomes rather than sensitive client information.

Company and platform logos indicate representative team experience and/or technology exposure; they do not imply current affiliation, partnership, sponsorship, or endorsement.

Engagement Models

Clients can begin with a focused problem, prove value, and scale the relationship as priorities and evidence develop.

EXECUTIVE DIAGNOSTIC

2-4 weeks

- Current-state assessment.
- Evidence-based priority findings.
- Executive decision memo.
- 90-day roadmap.

TRANSFORMATION SPRINT

4-12 weeks

- Focused process or finance workstream.
- Future-state design.
- Implementation support.
- Handoff and sustainment.

PMO / REMEDIATION

3-12+ months

- Integrated plan and governance.
- RAID and evidence tracking.
- Executive reporting.
- Remediation closure support.

FRACTIONAL FINANCE

Monthly retainer

- CFO/controller/FP&A support.
- Close and reporting oversight.
- Decision analysis.
- Process/control governance.

ERP / WORKFLOW ENABLEMENT

Project based

- Requirements and fit-gap.
- UAT and data support.
- ServiceNow workflow and controls.
- Stabilization.

GROWTH / CAPTURE ADVISORY

Retainer or project

- Pipeline governance.
- Qualification and partner strategy.
- Capture and proposal readiness.
- Executive prioritization.

Client-Ready Deliverables and Value Realization

The engagement is designed to produce tangible operating artifacts and a clear line of sight from intervention to sustained value.

DIAGNOSTIC INPUTS

Stakeholders, documents, workflows, systems, controls, data, and performance evidence.

ANALYTICAL INTERVENTION

Causal diagnosis, prioritization, future-state design, governance, and implementation support.

CLIENT OUTPUTS

Roadmaps, SOPs, RCMs, dashboards, models, logs, requirements, training, and handoff packages.

MANAGEMENT OUTCOMES

Visibility, accountability, stronger controls, faster execution, and improved decision quality.

SUSTAINED VALUE

Lower recurrence, better stewardship, scalable operations, and stronger readiness for technology and growth.

EXECUTIVE GOVERNANCE REQUIREMENT

- Every workstream should be tied to an executive sponsor, decision owner, measurable outcome, evidence requirement, milestone, escalation path, and sustainment mechanism.

Why Sade Solutions LLC

A veteran-led small-business delivery model with enterprise perspective, direct accountability, and implementation discipline.

DIRECT LEADERSHIP INVOLVEMENT

- Clients work directly with leadership that combines military discipline, finance experience, and ownership-level accountability.
- The model reduces communication layers and accelerates clarification, prioritization, and decision support.
- Leadership remains engaged from diagnosis through handoff and sustainment.

INTEGRATED EXECUTION

- Finance, controls, process, technology, operations, and growth are addressed as one operating system.
- Recommendations are translated into roadmaps, controls, SOPs, dashboards, owners, milestones, and training.
- Engagements are structured to deliver immediate utility and longer-term scalability.

CLIENT FIT

- Organizations that need executive-level finance, controls, process, technology, or growth support without unnecessary consulting complexity.
- Leaders confronting audit pressure, reporting weakness, process inconsistency, ERP/workflow challenges, or stalled initiatives.
- Clients seeking a responsive partner that can diagnose, implement, and sustain.

Recommended Next Step

Begin with the highest-value problem and define a focused first engagement with clear decision ownership and success measures.

1

DEFINE

- Priority business problem.
- Executive sponsor and decision owner.
- Value at stake and risk exposure.

2

SCOPE

- Required data, systems, documents, and stakeholders.
- Deliverables, timeline, cadence, and assumptions.
- Success measures and governance.

3

LAUNCH

- Mobilize the workstream.
- Validate the current state.
- Establish issue, action, decision, and milestone tracking.

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