



“Debts” Consulting

1

Strategy, analysis, management

AREAS



2

Debt Consulting

Banks and
other
financial
institutions

le
al

Mobile
operators
and other
players of
bulk sellings
sector

Collecting
companies

Factoring
companies



STAGES

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- 1. Analysis and Process projection
- 2. Technical realization
- 3. Architecture (organizational)

SERVICES



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**DEBT
Consulting**

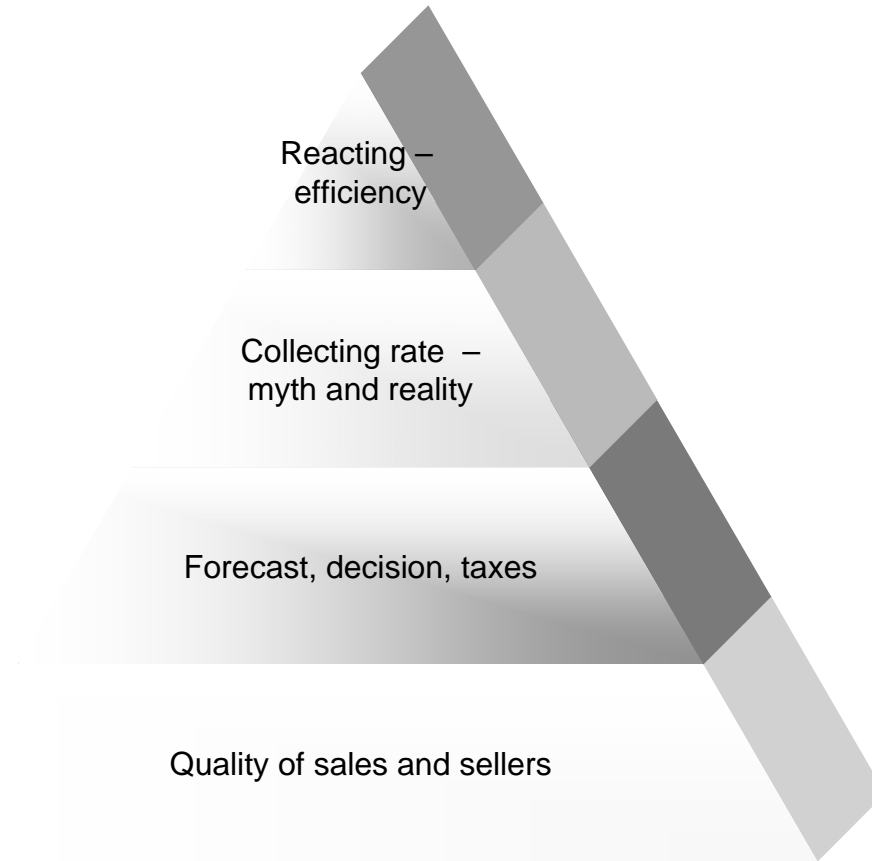
Management consulting

Training

Management consulting



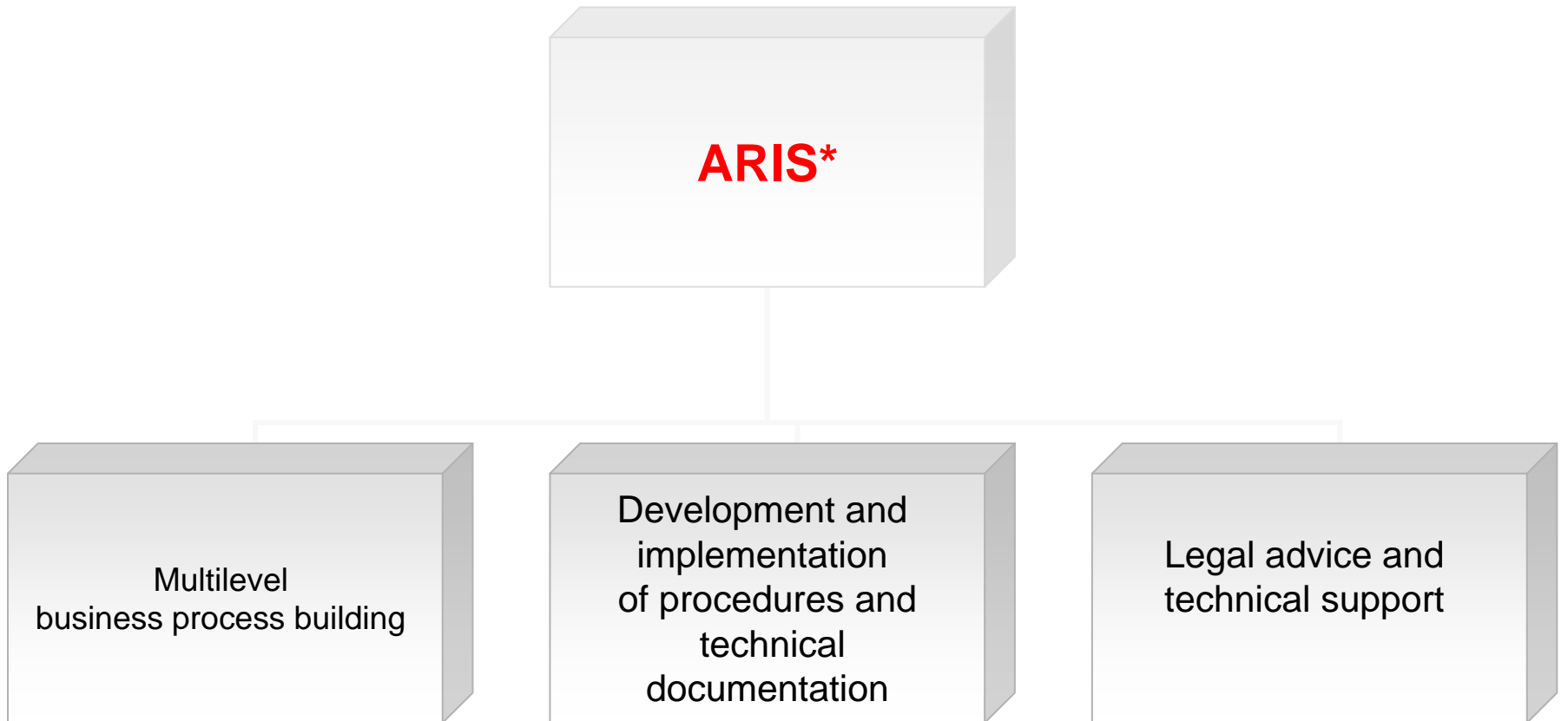
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Projection and implementation

6



ARIS* –international system of modelling and building of business process

TRAINING



7

**DEBT
Consulting**

Functional centralization,
authority
decentralization

Making a decision

Negotiation process

Attitude reframing
to debt, image
and
outcome

Legal
mechanism

Tasks



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Debt Consulting

Management, tactical,
strategic analysis of
the debtor debts

Contact with external
companies and/or
internal structural
subdivision of an
enterprise

Re-engineering of process
with debts consulting



HOW IT HAS TO BE:

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Everybody practices in their own field!

Seller

Sells

does not
clean

does not
a cleaner





Labor specialization

Is a fundamental principle of management, that is based on impossibility to conduct a complex of various activities by one person equally and effective



GOALS

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Revelation and
bad
debts nature
research

Analysis of the reasons
of BD appearance

BD collection
as soon as practicable
is increase of
process efficiency

Tendency designation
of BD increase

**Debt
Consulting**

Loss minimization
and tax optimization

Presentation
of possible decisions

Projection and building
of the effective model
of work with the BD

ANALYTICS



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1. **Determination of BD uniformity**
2. **Ratio of clients' base**
3. **Migration and loss method**
4. **Loss ratio (group, current)**
5. **Investment activity ratio**
6. **External financing amount**
7. **Rate of sufficiency for BD portfolio.**

RESULTS FOR CLIENT



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1. Disclosure of BD analysis;
2. Legal issues of BD
3. BD analysis and evaluation;
4. Methods of analysis and BD decrease;
5. Propositions on analysis and BD management perfection in finance and structural meaning – “transparent portfolio technology”;
6. Decrease of bad debts level/volume.
7. **Instruments** of bad debts volume decrease.
8. **Tax** optimization.
9. **Prevention** system of bad debts appearance.
10. **Debts** restructuring.



PRICE LIST*

to the main service

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- **Business process projection**
- **Analysis and estimation of sales portfolio/report – from 6 500 USD to 14 500 USD (realization term is from 14 to 30 days)**
- **Building of business process model– from 6 500 USD to 14 500 USD (realization term is from 14 to 30 days)**
- **Business process model implementation**
- **Drafting of technical documentation (post descriptions, regulations, rules, procedures) - from 5 000 USD to 10 000 USD (realization term is from 10 to 25 days)**
- **Interrelation architecture (management consulting)**
- **Staff and management training, reframing, functional centralization, authority decentralization, making a decision - from 6 000 USD to 12 000 USD**
- **Financial instruments**
- **tax optimization - from 2 000 USD to 6 500 USD**
- **Optimization of operating expenses - 2 000 USD to 6 500 USD**
- **Express-analysis of process with bad debts - from 25 500 USD to 35 000 USD (realization term is from 15 to 25 days).**
- **Total: project cost is min 28 000 USD max 64 000 USD**

** Each position is considered as minimal one and can be increased depending on bad debts volume, the quality of provided data and company's size.*

Ltd KPD «**MOST**»

«**KPD**» group



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