

Corporate Profile



KayOne
Consulting

Virtual CFO | Business Valuation | Due Diligence | Business Planning

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KayOne Consulting was established with the mission to provide exceptional financial guidance and support to businesses and organizations, empowering them to make informed decisions, achieve their financial goals, and realize their full potential.

We are dedicated to delivering customized and innovative solutions, ensuring the highest level of integrity and accountability, and building lasting partnerships with our clients.

About Us

At KayOne, we believe that every business has the unrealized potential to succeed and to reach its financial goals. Established in 2017, our company has a proven and undisputed track record of helping small businesses achieve their greatest successes.

With a team of around 25 experts, we have overseen projects of all sizes and positively impacted over 200 businesses across the globe.

We work closely with our clients to analyze and identify areas for improvement, develop strategies to overcome challenges, and implement solutions that drive success

Our mission is to provide tailored and practical solutions to help businesses achieve their financial goals. We deeply understand that every business is unique—and we therefore develop a personalized approach to each project, taking the time to understand the specific requirements and challenges of each client.

Our team of experienced and passionate consultants carry a wealth of knowledge in a vast range of areas that includes finance, organization, strategy, and much more.

At KayOne, we are committed to delivering results that constantly exceed our clients' expectations. With a strong focus on integrity, transparency, and collaboration, we are dedicated to making a positive impact on the businesses we work with.

What We Do?

Virtual CFO Services

Virtual CFO, we provide a wide array of financial management and strategic services to help your business achieve its goals and reach its full potential. These include:

- ▶ **Financial Planning & Analysis:** We help you create and implement a comprehensive financial plan, while also providing regular analysis to track performance and identify key areas for growth and improvement.
- ▶ **Budgeting & Forecasting:** We work with you to develop and manage a budget that aligns and is cohesive with your business objectives, as well as provide accurate forecasting to promote informed decision making.
- ▶ **Financial Reporting & Dashboards:** We develop and maintain up-to-date financial reports and dashboards that provide meaningful insights into the performance of your business and its financial wellness.
- ▶ **Cash Flow Management:** We help you optimize and enhance your cash flow while minimizing financial stress so that you can focus on growing and sustaining your business.

- ▶ **Risk Management:** We help you identify and mitigate financial risks implementing systems and processes to manage them effectively.
- ▶ **Performance Optimization:** We collaborate with you to improve financial processes, minimize costs, and maximize profitability so that you can achieve your long-term goals.

Regardless of whether you're a small startup or a large corporation, we provide the financial expertise and support you require to succeed.





Business Valuations

You've built a successful company and you're ready to take it to the next level. However, before you do, it's critical to know your company's true worth. That's where we come in.

We expertly provide skilled business valuation services to help you deeply understand the value of your business and, in turn, make informed decisions. These include:

- ▶ **Comprehensive Business Valuation:** We conduct a detailed and accurate analysis of your business financials, operations, market trends, and other applicable factors to arrive at a fair market value for your company.
- ▶ **Strategic Planning:** We help you understand the impact of business valuation on your strategic goals, while also providing expert guidance on how to optimize value.
- ▶ **Mergers & Acquisitions:** We provide assistance with M&A transactions by conducting due diligence, valuing businesses, and negotiating deals to assure you of a successful outcome.

- ▶ **Litigation Support:** We deliver impartial and defensible business valuation opinions to provide support for court cases, including disputes, divorce settlements, and other legal proceedings.

- ▶ **Employee Stock Ownership Plans (ESOPs):** We skillfully assist with ESOP valuations and provide indispensable guidance on the design, implementation, and administration of these plans.

Our team of experienced business valuers is adept at bringing a deep understanding of countless industries, financial models, and regulatory requirements to every project. You can depend on us to deliver accurate and reliable business valuations that meet every one of your unique needs.



250+ Valuations

Our consultants have worked on more than 250 business valuation assignments



\$450 million

The Gross Transaction Value (GTV) of our valuation advisory assignments are more than \$450 million.



Due Diligence Services

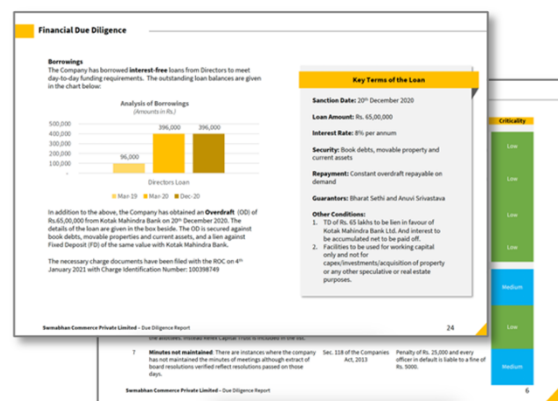
You're armed with a clear vision for your company and you're ready to take it to the next level. But before you make any significant decisions, it's imperative to ensure that you're making a smart investment.

At KayOne, we specialize in financial due diligence. We achieve this by providing a comprehensive analysis of your potential investment to give you an accurate and clear understanding of its financial wellness and untapped potential.

Our skilled, expert team of financial analysts and chartered accountants will provide you with a comprehensive review of your target investment, thereby ensuring that you make an informed decision.

Our services include:

- ▶ **Financial Statement Analysis:** We carefully review and thoroughly analyze the financial statements of your target investment to determine any areas of concern or red flags.
- ▶ **Risk Assessment:** We assess the potential risks associated with your investment, including operational, market, legal, and financial risks



- ▶ **Due Diligence Reporting:** We deliver to you a detailed due diligence report that clearly outlines our findings, recommendations, and conclusions for your investment.
- ▶ **Support During Negotiations:** Our team will work intently with you during negotiations to guarantee that you become fully informed and equipped to take the best decision for your company's future.

With KayOne, you'll always have peace of mind knowing that your investment is backed by thorough accurate financial analysis and dedicated due diligence.



Strategic and Process Consulting

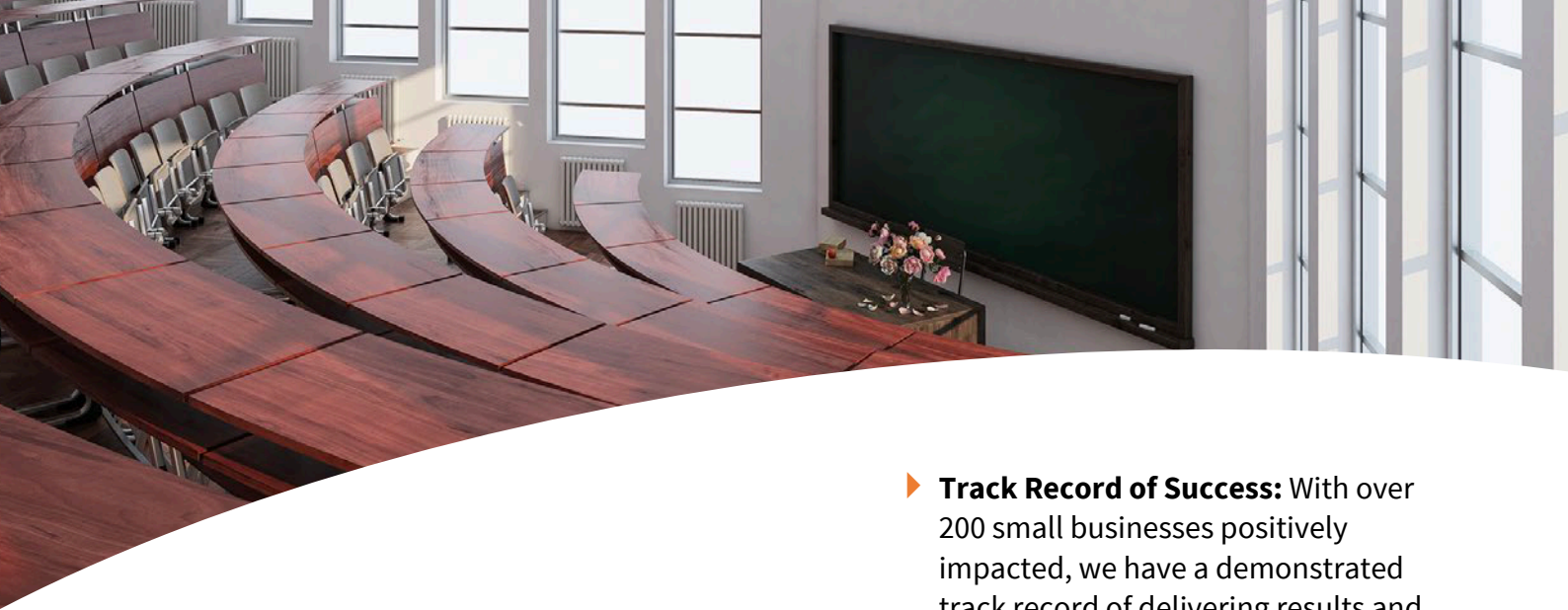
Strategic and Process Consulting are the linchpins of any organization's operational excellence. Our team collaborates with businesses to deliver strategic insights and streamline processes that increase efficiency, reduce costs, and foster growth.

Leveraging deep industry knowledge and cutting-edge methodologies, we navigate the complexity of business operations to drive transformative results. Our services include:

- ▶ **Establishing Process and Controls:** A critical aspect of operations management, we assist in developing robust processes and controls. This strengthens accountability, enhances compliance, and mitigates risks, establishing a strong foundation for your organization's growth.
- ▶ **Internal Controls and Governance:** We develop and implement robust internal control frameworks, ensuring sound governance. This enhances financial reliability, operational efficiency, and compliance with laws and regulations, laying the foundation for sustainable growth.

- ▶ **Process Audits:** We perform rigorous process audits to identify inefficiencies, non-compliance, and opportunities for improvement. Our audit findings guide effective actions, elevating your operations and ensuring regulatory compliance.
- ▶ **Performance Management:** We design and implement performance metrics and management systems that align individual and team efforts with organizational goals, boosting productivity and profitability..





How Are We Different?

When choosing a consulting partner, it's imperative to make sure you're working with someone who has the skills to help you achieve your goals by truly understanding your business.

At KayOne, we're aware that there is a wealth of choice in the market—and this is why we strive hard to stand out from the crowd. Our team takes the time to get to know you and your business, and we use that deep understanding to provide tailored solutions that always meet your unique needs.

We have a proven track record of success after years of working with small businesses and corporations alike to help them realize and achieve their financial targets.

With our all-inclusive services, experienced and committed team, and results-focused approach, we're certain that we can make a real difference for your organization.

- ▶ **Tailored Solutions:** Our expert consultants take the time to understand your specific challenges and requirements, providing customized solutions to help you achieve your potential.
- ▶ **Track Record of Success:** With over 200 small businesses positively impacted, we have a demonstrated track record of delivering results and helping our clients reach their financial goals.
- ▶ **All-Inclusive Services:** From finance to strategy and much more, our team offers a broad, comprehensive range of services to guarantee a full-service solution for your business.
- ▶ **Experienced Team:** Our dedicated team of expert consultants brings a wealth of skill and knowledge to the table, giving you unparalleled access to the best minds in the business.
- ▶ **Global Expertise:** Our team has worked on projects across the globe, which ensures that we can provide a network of resources and a diverse range of experience for your business.
- ▶ **Results Focused:** Our focus is always directed at delivering results that meet and often exceed your expectations, and we use data-driven strategies to achieve this end.
- ▶ **Transparent and Trustworthy:** We believe in operating with integrity, professionalism, and transparency, because our goal is to build a long-lasting partnership with you.



Our Clientele

When you choose to work with the experts at KayOne, you become part of a growing, diverse group of clients who entrust us with helping them achieve their business goals.

Our client roster ranges from small startups to large corporations, and we've had the absolute privilege of working with organizations across numerous industries, both domestically and internationally.

Regardless of the size or scope of your business, we innately understand the unique challenges you face, and we're dedicated to delivering tailored solutions that deliver real, actionable results.

Whether you're looking to grow your business, streamline operations, or even navigate a complex transformation, our team has the proven experience and expertise to help you succeed.

We're extremely proud of our strong track record of delivering amazing results for our clients, and we look forward to partnering with you next, to help you achieve your goals.

A Few of Our Clients





Our Leadership Team



Kishore Dasaka

Director

FCA, ACMA (UK), CGMA, CISA, CPA (Aust.), CMC, CVA (US), RV

Kishore is a highly experienced Chartered Accountant, Certified Public Accountant, and a Certified Valuer with over 17 years of expertise in the startup space, business valuation, and providing fractional CFO services. Throughout Kishore's career, he has helped countless small businesses navigate tricky financial challenges and achieve their goals. He offers a results-driven approach and a deep understanding of accounting, finance, and business strategy.

Kishore has a strong background in financial analysis and extensive experience in the startup space, providing essential support to early-stage companies. He has also conducted numerous business valuations, offering clients crucial insights into the true value of their businesses. In addition, Kishore is also a well-renowned speaker and sought-after advisor to several startups and small businesses alike.



Vignesh Anandarajan

Director

B.Com, FCA

Vignesh is a highly skilled Chartered Accountant with over 17 years of experience in the industry. Throughout his career, he has created an established niche for himself with expertise in accounting, finance, and business strategy, delivering a results-driven approach to each and every project.

Vignesh heads the CFO services at KayOne Consulting, assisting businesses manage their finances by developing and implementing financial strategies, and ultimately helping them to achieve their financial goals. His extensive experience in the industry and his solid understanding of finance and accounting makes him a definite asset to any business seeking to optimize its financial performance.



Priya Muralidharan

Director

B.Com, ACA, Registered Valuer (IBBI)

Priya is a seasoned Chartered Accountant with over 12 years of experience working with small businesses and startups. She is equipped with a wealth of knowledge working with startups and small businesses, providing invaluable and essential support as they navigate financial challenges and ultimately achieve their goals. As a registered valuer, Priya has also conducted a large number of business valuations, offering clients definitive insight into the true value of their businesses.

In addition to being an expert in business valuations, Priya is also adept at business plans, not only offering small businesses and startups insights into the true value of their organizations but also a clear roadmap for success. Her extensive experience in the industry, combined with her deep knowledge of accounting, finance, and business strategy, make Priya a crucial asset to any organization looking to grow and succeed.



Rajha Mohan

Director

B.Com, FCA

Rajha is a Chartered Accountant with over 15 years of dedicated experience working with small businesses and startups. He innately understands the unique, particular challenges faced by small businesses and startups, and offers tailored solutions that always meet their specific needs. His approach is results driven and tirelessly focused on helping clients achieve their financial goals—whether they be growth, profitability, or both.

Rajha’s proven approach is centered on helping small businesses and startups optimize their financial performance, and he provides the support and guidance they require in order to succeed.



Client Testimonials

We have been using KayOne Consulting’s CFO services for over 5 years now, and they have been our true finance partner, helping us grow our operations by 10X since they came on board. They bring a true partnership approach to the relationship and the founders consider them as a part of our leadership team.

They helped us reboot our accounting processes, redefine our legal contracts, manage our collections and setup 3 international subsidiaries.

Start-ups are right up their alley – they also assisted us in 4 rounds of venture funding (equity and debt), through their excellent understanding of SaaS intricacies, including global/multi-company operations. The founders have totally entrusted our finance (not just accounting) woes to them!



Subbu V
Co-founder and CEO, Disprz



Amit Gandhi
CEO, Novelvox

KayOne Consulting and their team have done an excellent job in putting various accounting, finance, compliance processes and MIS in place that has helped us in running the company more efficiently.

Their team of CFOs also helped us structure our company and prepare for various capital raising rounds. Their extensive knowledge on other subjects like legal, valuation, due diligence is highly commendable and added a lot of value in the whole process.

The team’s dedication, knowledge and expertise in the field is highly remarkable. We are glad to have worked with KayOne Consulting and their team of Virtual CFOs and wish you all the best for future endeavors.



We recently started working with KayOne and it's been a great experience. Before partnering with them, our finances needed attention, and it was difficult to keep up with the demands of running our business.

KayOne helped us get organized and also provided us with useful insights and advice on funds flow and other operational aspects. Their team's experience and expertise in finance and business strategy has been very helpful, and they truly care about our success.

Our finances are now more streamlined and we're able to focus on growing our business. We recommend KayOne to any business looking for a good accounts and finance service.



Basant Lohia
Co-founder, Harbor365
Angel Investor



Mohamed F
CEO, IST

Kishore expertly guided us through the process of streamlining our finance function, which was a critical priority for us. Thanks to his deep understanding of financial operations, we were able to identify areas for improvement and implement processes that increased efficiency and accuracy.



Contact Us

At KayOne Consulting, we truly believe in the power of partnerships. We'd be thrilled to have the opportunity to demonstrate what we can do for your business. If you're ready to take your organization to the next level and beyond, let's start the conversation.

Contact us today to schedule a consultation and discover how we can help you achieve your goals.


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