

OUR TRUSTED GUIDANCE ALLOWS YOU TO **FOCUS ON BEING AN EXPERT AT WHAT YOU DO.**

# FULL SPEED AHEAD TOWARD A JOINT GOAL

AN OUTSOURCED, FULLY-LAYERED FINANCE ORGANIZATION  
SCALES WITH A FAST-MOVING BIOTECH STARTUP AND  
**RISES TO THE OCCASION DURING KEY STRATEGIC MOMENTS.**

## CHALLENGE

As the startup gets its product ready for market, it requires a fully-operational finance function that can scale and meet various tactical needs, while also helping to drive the startup toward profitability within a three-year time frame.

### AT A GLANCE

**Company Type:**  
Joint Venture Startup

**Industry:**  
Biotechnology

**Solution Area:**  
Emerging Growth,  
Outsourced Finance &  
Accounting,  
FP&A,  
CFO Full Stack

### ABOUT THE CLIENT

Armed with about \$100 million in funding over the course of five years, this Biotech JV startup is backed by venture capital and a publicly held company seeking to reposition itself by expanding into Healthcare.

While waiting for the startup's product to be ready for prime time, the latter company is responsible for its application development and managed services.

## SOLUTION

RoseRyan has covered all of the JV's financial services, from setting up its accounting and payroll systems; to covering its day-to-day accounting and financial management; to providing financial planning and analysis, and CFO-level strategic guidance.

- Develop dynamic financial models for "what-if" scenario planning as the product goes through the various stages of development
- Create a dynamic five-year financial model based on available cash flow and break-even expectations
- Design the chart of accounts with an eye toward an enterprise-level system in the near future
- Develop employee equity award tiering and manage the equity plan
- Obtain 409(a) valuations to determine strike price (multiple vendors)

## RESULTS

- DEVELOPMENT OF A STREAMLINED, OPERATIONAL FINANCE FUNCTION, WITH APPROPRIATE SYSTEMS AND ROOM TO GROW
- A CLEAR VIEW OF THE PATHS TO PROFITABILITY AND THE PROS AND CONS OF EACH
- A STEADY FINANCIAL FOUNDATION AS THE COMPANY CONTINUES TO PROGRESS TOWARD ITS STRATEGIC GOALS
- ACTIONABLE INSIGHTS FOR LEADERSHIP WHENEVER IT'S NEEDED, WHILE THEY CAN KEEP THEIR FOCUS ON RUNNING THE BUSINESS
- A RELIABLE RESOURCE WHENEVER IMPORTANT DECISIONS NEED TO BE MADE

SERVING  
MORE THAN  
**1,500**  
CLIENTS

RATED  
**4.7/5**  
BY CLIENTS

GUIDING  
CLIENTS SINCE  
**1993**

With RoseRyan, the startup's leaders knew the financial operations were covered, and whether its strategic goals were within reach.

Our timely insights supported their decision-making, putting them on the path toward growth.

## ABOUT ROSERYAN

TAILORED OUTSOURCED EXPERTISE  
OUT OF SILICON VALLEY TO HELP SOLVE EVOLVING COMPANIES'  
FINANCE & ACCOUNTING AND MARKETING CHALLENGES.

Award-winning RoseRyan is a ZRG company offering on demand leadership, advisory and consulting services in the Finance & Accounting, and Marketing disciplines out of Silicon Valley. Since 1993, our deeply experienced and innovative consulting professionals have unlocked the potential of more than 1,500 companies through outsourced, customized, and full-stack solutions.

How can we guide your organization to transform its performance and accelerate its progress towards success?

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