NORTHMONT ADVISORY

Financial steering for mid-sized companies · Liquidity · Reporting · Controlling

External financial steering for the Mittelstand.

Northmont Advisory builds the financial steering that growing, owner-managed companies lack between bookkeeping and a full-time CFO: management reporting, liquidity planning and profitability control — set up, run and refined together with your team. This overview summarises our services, approach and engagement models.

WHO WE WORK WITH

- Owner-managed, mid-sized companies, typically 10–50 employees.
- Companies that want to professionalise their finance function beyond bookkeeping — but without a full-time CFO yet.
- Phases of growth, financing, succession or upcoming major decisions.

WHAT SETS US APART

- Direct support from the core team — no handover to rotating project staff.
- Implementation, not just advice: working structures that hold up month after month.
- DATEV- and systems-oriented — we work on your existing systems rather than replacing them.
- Confidential handling of sensitive financial and company data, NDA on request.

SERVICES IN DETAIL

Liquidity Planning

The financial structures that usually arrive with a CFO — planning, forecasting and liquidity as a reliable basis for decisions.

- Integrated financial, cash-flow and liquidity planning
- Scenarios and decision papers for management
- Preparation and support for bank and investor meetings

Controlling & Reporting

Reporting that drives decisions rather than just documenting them.

- Monthly management report and plan-vs-actual
- Margin, customer and project profitability
- Clear KPI definitions and dashboards

Process & Systems

Workflows and data flows that scale with the company.

- Reporting, approval and invoicing processes
- DATEV interfaces and automated data transfers
- Better data quality and traceable controls

Performance & Profitability

Make profitability visible and steerable.

- Identify unprofitable products, customers and services
- Pricing, fixed costs and revenue leakage
- Measures with measurable impact

Financing

Bank-ready before the conversation begins.

- Integrated financial planning and cash-flow forecasts
- Investment and business cases
- Preparation for banks and capital providers

Transactions

Structured before a deal or succession.

- Preparation of historical figures
- Financial models and valuation logic
- Data-room preparation

HOW WE WORK

Ongoing engagements follow a clear path — from the first assessment to monthly support.

1 · Initial call and assessment

Clarify your situation, decision needs, systems and the support required. Outcome: an initial view of the fit, technically and in terms of capacity.

2 · Data and finance assessment

Analyse accounting data, existing reports, systems and data quality. Outcome: a prioritised list of issues and a concrete implementation plan.

3 · Build and implementation

Develop forecasts, reports, KPIs and responsibilities together with management. Outcome: working financial steering.

4 · Testing and handover

Review results, resolve discrepancies and lock in the monthly routines. Outcome: a robust process with clear responsibilities.

5 · Ongoing support

Monthly updates, analysis and the management meeting. Outcome: regular, well-founded decision support.

DURATION & RHYTHM

The setup phase typically takes four to eight weeks, depending on data quality, the system landscape and scope. During ongoing support, the report and forecast are updated monthly and discussed in a 60- to 90-minute management meeting with concrete recommendations.

ENGAGEMENT MODELS

Success-based model

A lean base retainer plus a capped share of the value measured together — settled each quarter.

Fixed-price model

A setup phase and a fixed monthly retainer, without a success share — for maximum predictability. Special projects (financing, transaction, modelling) as a fixed price or project budget.

ENGAGEMENT & PRICING

Base retainer: from EUR 990 net per month. Covers the ongoing financial steering — monthly management report, forecast update, a management meeting of up to 90 minutes, a dedicated contact and limited ad-hoc questions. Gives both sides predictability.

Success share: 10–25 % of the value measured together, capped on top and settled each quarter (three months). It is based on a baseline fixed at the start; only what demonstrably results from our work counts. Every quarterly statement is signed off together before invoicing.

WHAT IT IS BASED ON

What counts is the demonstrable, jointly documented value: liquidity freed up, lower financing costs, higher project and customer margins, process costs saved and receivables secured.

All fees are net plus statutory VAT. Baseline, metrics, percentage and cap are agreed in writing before the start; the base retainer is invoiced monthly, the success share quarterly after joint sign-off. Minimum term and notice period are set out in the individual proposal. A pure fixed-price model is also available. Software, travel, external data sources and larger special projects only by prior arrangement.

NOT INCLUDED

Tax and legal advice, day-to-day bookkeeping and annual accounts, software licences, travel and third-party costs, and larger special analyses or projects.

NEXT STEP

In a no-obligation initial call we clarify your data situation, the support you need and a realistic process. No sensitive data is required for an initial assessment — no obligation. Contact: info@northmont-advisory.com · +49 175 4710275.