

"You turned our financials from a rearview mirror into a forward-looking cockpit."

- CEO, a neurotech medical device company

CLIENT SNAPSHOT

Neurotech / Medical Device

Industry

4.5 / 5

Engagement Rating

THE SITUATION

This client, a neurotech medical device company, manufactures and sells a patented electrical stimulation device used in physical therapy, sports performance, and neurological rehabilitation. With new products in active development, the company was at an inflection point: growing fast, but running on instinct rather than instrumentation.

Leadership needed real-time cash visibility, a credible multi-year financial plan, and tools that could support a capital raise, without a full-time CFO.

WHAT WE BUILT

- 13-Week Rolling Cash Forecast (3 scenarios)
- FY27 Annual Budget Forecast
- Sales & Marketing ROI Tracker
- 3-Year Long-Range Plan (FY2026-FY2028)
- FY26 Budget vs. Actual + FY27 Plan
- Capital Priorities Framework

Every model is built from actual P&L and balance sheet data, updated monthly, and structured so leadership can make decisions from the numbers, not after them.

KEY OUTCOMES

Within the engagement, the client moved from reactive to proactive financial management:

Cash visibility: 13-week rolling forecast with scenario modeling gives leadership a clear weekly view of cash inflows, outflows, and runway, updated with actuals each period.

Capital decision: Armed with actual debt schedules, AR/AP balances, and a modeled repayment plan, leadership was able to pursue bank financing with real numbers instead of gut feel.

Product roadmap grounded in cash: The long-range plan quantifies the cost and cash impact of upcoming product launches, including development spend and manufacturing contract commitments, so leadership can plan cash needs around the roadmap rather than react to it.

Scenario discipline: Three revenue scenarios (Conservative, Base Case, and Leadership's Forecast) modeled side by side so leadership can stress-test assumptions before committing resources.

IN THE CLIENT'S WORDS

"This engagement has been super valuable so far and it's changed my sense of how clearly we can see and steer things."

- On the overall engagement

"The cash forecast and budget are dialed in well for the decisions we're actually making."

- On depth and detail

"I can see our cash weeks out and have been able to make real decisions, like pursuing bank financing with actual numbers instead of gut feel."

- On impact

ONGOING ENGAGEMENT

The client plans to continue with a monthly advisory structure that includes:

- Monthly actuals vs. model review and model updates
- Rolling cash forecast maintenance as new information comes in
- Project-specific advisory support (e.g., bank financing preparation, capital raises)
- Quarterly LRP and budget review alongside prior month books

Interested in a Similar Engagement?

If your business needs real-time cash visibility, a credible long-range plan, and support for major decisions like financing or product launches, let's talk about what a CFO advisory engagement could look like for you.

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