

CLIMBING THE MILLIONS MOUNTAINS WITH SUMMIT

Summit helped them grow from \$900K the year before we started to \$43M in the 4th year revenue while Net Income grew by more than 25 times (from \$300K to \$8.2M)

Inception Year: 2019

- In 2017, Oddball's revenue was \$900,000, and they were doing some subcontracting to government agencies and doing everything on their own—sending out their own invoices, paying their own bills, and running payroll.
- Summit came in and set up processes, such as getting started with Bill.com and implementing a new payroll company paying their bills. We also helped them set up resources for their remote employees, such as spending accounts for home-office supplies.
- From an expense standpoint, Summit has helped them immensely; for example, the Summit team helped them get approved for the R&D tax credit for the kind of work they do. That saves them about \$300,000 a year in taxes.
- Then, we started to help them with the forecasting. They didn't really have a way to forecast, and they wanted to grow a lot. We put a forecast in place based on their people and helped them start to understand profitability and then financial statements. From there, their business grew exponentially. By 2021, they grew to \$43 million, and this year has been huge.



Industry: Digital

No. of Employees: 101-150

PY Annual Revenue: \$43M

Client Pays: \$177,528

Service: Virtual CFO

- CFO with Taxes- Simple Financial Statement
- Forecast
- Cash Flow
- Expense Tracking
- Bank Reconciliation
- Credit Card Reconciliation
- Accounts Payable
- Accounts Receivable
- Business Taxes
- Individual Taxes
- Multi-state Taxes
- 1099 Taxes

BENEFITS TO THE IMPLEMENTATION/SOLUTION

While Oddball is large enough to hire their own in-house CFO, they continue to partner with Summit—making them one of Summit's largest clients.