

BUSINESS ADVISORY

ABOUT AC LORDI

AC Lordi is a boutique consulting firm of 100+ professionals founded in 2001 offering accounting and finance, risk and compliance, business advisory, and CFO services. We provide clients with high-level professionals with expert skills, a strong work ethic, and the proven tools necessary to complete critical projects. Headquartered in the Greater Philadelphia area, we have performed work throughout the U.S. and in more than ten countries for a broad range of clients from emerging growth through multi-national organizations. Our highly skilled Business Advisory professionals deliver the process improvement and business intelligence solutions clients need to improve the efficiency of their operations and gain the insight to make better business decisions.



Jim Clayton, MBA

- 30+ years as strategic planner and operations improvement strategist
- Served as Senior Director for a \$33B global health insurance directing execution of a \$100+ million financial process and systems project
- Served as Global Project Controller for a \$3B professional services firm



Frank Hoban

- 30 years in ERP, supply chain and finance IT solutions delivery
- Served as IT Services Transition Manager for DOW/Trinseo separation PMO
- Business intelligence and analytics, business process redesign, and close cycle reduction



Steve Lynch, MBA

- 30+ years of finance and operations management
- Served as a trusted advisor to business leaders in managing ongoing operations as well as special projects and initiatives
- Served as Director of FP&A for publicly-traded \$3.5B services firm



Tracy Scott Sesko, MBA

- 20+ years of experience in insurance and healthcare industry
- Leads operational transformation initiatives in both finance and IT
- Held finance, IT, and operational roles at Cigna



Chris Schnittker, CPA

- 25+ years of financial management including 17+ years at CFO level with public and private life science and tech companies
- Executive level corporate governance, strategic planning, analysis, and change management experience
- Former PwC audit manager

SELECTED CLIENTS

REPRESENTATIVE ENGAGEMENTS

<p><i>A \$6 billion global emulsion polymers manufacturer.</i></p>	<p>AC Lordi assisted in designing, developing and deploying an enterprise reporting platform utilizing Microsoft's Business Intelligence framework. Reporting content included Management Line of Business Financials, Customer Profitability, Product Cost, Accounts Receivable, Inventory, Customer Order/Invoice Status, Production, Department Cost and Tax Legal Entity Financials. Project services included project management, vendor selection, product selection, data warehouse design, dimensional modeling and data mart design, ETL design, testing and training.</p>
<p><i>A leading global provider of paint systems.</i></p>	<p>AC Lordi is assisting the company's Tax department with designing and developing a legal entity profitability and transfer pricing analytics tool.</p>
<p><i>Nation's largest retail propane marketer.</i></p>	<p>AC Lordi has assisted with various project and process improvement initiatives including Inventory Tracking, Sales Volumes Reporting, Billing Concessions Analysis and Transportation Planning.</p>
<p><i>Manufacturer of building materials.</i></p>	<p>AC Lordi managed the end-to-end ERP systems implementation for 3 distinct subsidiary companies and corresponding lines of business, and then coordinated the integration of 2 later acquisitions.</p>
<p><i>A biopharmaceutical company.</i></p>	<p>AC Lordi worked with the client to achieve a 30% reduction in the financial close timeline by defining tasks, dependencies, resources, and critical path items, and then designing and implementing alternative processes to move constraining tasks out of the critical path. Also assisted with the Blackline software implementation for account reconciliations.</p>
<p><i>A \$2 billion health services company.</i></p>	<p>AC Lordi initially worked with client to perform a Finance Organization assessment to identify key capabilities, gaps, and opportunities. The findings have spawned a series of improvement projects from implementation of contract management system which has reduced open and unsigned contracts to the creation of a customer profitability dashboard providing leadership visibility to key data in a variety of business and operational areas.</p>

AC LORDI SERVICES

Accounting

- Accounting Outsourcing
- Interim Resources
- SEC & Financial Reporting
- Special Projects
- Technical Accounting
- Valuation

Risk & Compliance

- Enterprise Risk Management
- Internal Audit
- Regulatory Compliance
- Sarbanes-Oxley
- Systems Audit & Consulting

Business Advisory

- Business Analytics & Reporting
- ERP/Financial Systems
- Finance Transformation / Change Management

Office of the CFO

- Budgeting & Forecasting
- Financial Due Diligence
- Fractional & Interim Executives
- Post-Acquisition Integration & Carve-outs
- Transaction, IPO and Audit Readiness