

POWERDETAILS EXTRA-DUTY MANAGEMENT



Financial Planning & Analysis: Mapping a Trajectory for Growth

PowerDetails' industry-leading SaaS platform manages extra-duty detail, overtime, or secondary employment – primarily for public safety – but also for a growing number of service industries.

The benefits are many. Officers or other service personnel may develop an additional source of income within a highly-organized, governed, and transparent framework. Their organizations also gain from the above-board approach through improved outreach, better time utilization, and stronger public relations.

For Public Safety and other service entities that want to focus on core competencies, PowerDetails also delivers a fully outsourced Managed Service Provider (MSP) solution to help organizations concentrate on what they do best. All users are supported in turn through legal, insurance, and financial risk mitigation, while the organization maintains policy control and administrative oversight.

CHALLENGE

“We wanted to grow with the same discipline as a venture-backed business.”

- Josh Brown, Co-Founder

First established in 2006, PowerDetails had gotten to revenue levels where they required greater financial governance than their accounting team could provide. Josh Brown was introduced to Will Sprague through a mutual friend, Adventum was brought on board, and “fit extremely well.”

Adventum started with the existing budget, analyzed all salient business factors, and expanded into a stepwise operating plan that mapped an optimal growth plan and trajectory.



What's in a detailed analysis?

Adventum worked hand-in-hand with PowerDetails to determine both key business drivers and key performance indicators. Those inputs were critical in forming a detailed plan and projections.

A thorough understanding of margins, operating expenses, and cash burn are all integral to getting the analysis right.

How can small business leverage enterprise-level tools?

Sheer scale and capital constraints often limit companies to the most basic accounting tools. By partnering with Adventum's professional finance team, however, even smaller firms may fully realize the analysis and planning depth of a Fortune 500 Company.

Get the power of perspective.

Financial planning and analysis with Adventum gives you a fresh set of eyes – in fact, several. Benefit from professionals with deep experience across a wide array of industries and disciplines. You'll be glad you did, and are certain to learn relevant insights about your organization and its ability to grow in the process.

RESOLUTION

"Adventum transformed our spreadsheets into a dynamic, working model of the business."

- Andy Rivera, PowerDetails President

- The Adventum team first equipped CEO Andy Rivera with tools to manage sales, and then developed an active model to help PowerDetails right-size their overall approach.
- The active model also helped to clarify objectives across the organization by facilitating owner-management alignment, team buy-in, and resource allocation.

Seamless integration from high-level strategy to line-level tactics.

PowerDetails gained greater perspective and investor traction through the outsourced Adventum team approach than would be possible with an individual CFO hire.

ACTIONS

01

Swiftly analyzed PowerDetails' business framework, operations, cash flows, and critical factors to success.

02

Built a dynamic model that examines the relative impact of key inputs to accurately project growth scenarios.

03

Brought financial clarity to operations, management, and stakeholders alike, aligning both vision and opportunity.

04

Benchmarked the plan, and is guiding the transition from subscription pricing to a usage-based model.