



## “MULTIPROFILE-SERVICE”, Ltd.

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### **The Commercial Proposal on the Provision of the Services by «Multiprofile–service»**

Today it is clear to state the fact, that the crisis events affected the most of the Ukrainian companies. The main problems which domestic business runs into the falling of demand for the goods, works, services; the deficit of the current assets, the increase in the short-term liabilities, the inability to redeem in time the bank loans, etc. Many companies consider the job cuts as the way to optimize their expenses. Indeed, the urgent need to reduce their expenses already caused the job cuts, the reduction of the salaries, the cuts in the social benefits of the employees in many enterprises.

In our view it is quite important to provide the help to the management and the owners of the business to find their ways out of the crisis situation, offering them the alternative solutions in the following issues:

- the estimate of the prospects for the business development, the restructuring / the diversification of the activity;
- the carrying out the express diagnostics of the company for the identification and the understanding of the real problems of the company in the management of the finances;
- the optimization of the business processes of the enterprise with the objective of the maintenance of the volumes of the enterprise with the minimal resources;
- the definition of the staff policy, targeting the functioning of the enterprise under the condition of the crisis;
- the increase in the efficiency of all the services of the enterprise.

The optimization of the business process is one of the efficient and the available means to maintain and to strengthen its positions in the market for the majority of the companies. However, the crisis is viewed by the management in many companies not as the opportunity to change the company, but as the temporary stop in the development, the forced outage or even the step back. Under the conditions of the crisis, the management very often attempts to solve its own problems (and the problems of the owners) by means of the transferring them on the employees of the company (job cuts, the reductions of the salaries), and the clients (the deterioration of the quality of the products, the increase in prices). By offering our services, «Multiprofile–service» does not say about the total drop in the installed capacities and the job cuts, as the mean to survive in the critical conditions, «Multiprofile–service» says about the “optimization”.

«Multiprofile–service» has the practical experience in the provision of the services on the management of the operating and the financial activities. The enterprises, advised by us, successfully continue their production, irrespective to the difficulties under the conditions of the financial crisis.

On the basis of the detailed analysis of the market situation, the definition of the strong and weak aspects of the functioning of the company, as well as taking into account the current and the future threats to its development, we are prepared to develop the most efficient strategy for the further development of the business. Needless to say, that one can state about the entering the new market, the restructuring, and/or the diversification of the activity, as well as the positioning of the new good or service.

Our work also includes the valuation and reengineering of the internal business-processes of the enterprise with the objective of the lowering of the expenses of the company, by means of the elimination of the unoptimal or the duplicate processes, the liquidation of the “narrow spaces”, the organization of the activity of the company with the maximal utilization of the internal reserves, existing within the company. The main attention is paid to the computation of the optimal number of the employees, to the drafting of the plan of the events on the enforcement of the new terms of the work.

The express diagnostics of the financial state of the enterprise, conducted by our consultants, will help to find out the “hidden” problems in the work of the company and to increase the efficiency of the operating activity of the enterprise.

The most complex and difficult decisions under the condition of the crisis are related with the personnel. One can view the optimization of the number of the personnel of the company as the separate project, that is needed to be planned, in other words to determine the scope of works, their sequence, the terms of the fulfillment, and the responsible for each of the task. However, the smart sacking of the employee is not so easy task. In the event if the company wants to get rid of the employee with the violation of the laws, he/she will have all the reasons to dispute such a dismissal in the court and to receive a proper compensation. The legal department of our company may offer you the simplest and the painless ways of the optimization of the number of the personnel.

In present day on the properly functioning enterprises the verifications of the numerous controlling bodies are going on. Perhaps, your enterprise received a number of the mainly ungrounded enquiries and the claims from the tax bodies, procurator’s office, sanitary and epidemiologic service, local administration, bodies of the land control, etc. Our lawyers have a lot of experience and the permanent practice, in particular, on the issues of the mutual affairs of the enterprises with the state bodies, and the bodies of the local self-government. That is why, we can provide high quality and operative protection of your interests in front of the controlling and the permitting bodies under the existing conditions.

Within the framework of the optimization of the commercial conducted activity, including, due to the change of the terms of the cooperation with the lessees, the suppliers, and the buyers, the need in the restructuring of the accounts receivable and the accounts payable may arise, as well as the solution of the commercial disputes, the legal appraisal of the existing situation. We are prepared to provide the full scope of the legal advisory on all of the issues, related to the current commercial activity of your enterprise and its optimization. In the process of the estimating of the value of our work, we use the principle of the transparency of the price discovery, and of its correspondence with the factually provided services.

Sincerely,



Liubych Andriy, Director



The List of the Offered Services	Advantages and the Peculiarities*	Tariffs, UAH
<b>The Business Valuation</b> ( <i>using the different approaches</i> )	<i>The short time of the fulfillment of the project. The experience in the valuation of the business of the enterprises of the different areas of business.</i>	<b>Discretionary</b>
<b>The Study of the Market, the Valuation of the Prospects of Business, the Restructuring of the Activity</b>	<i>The study of all types of the resources, owned by the company, will lead to the most optimal way of the reaching of the objectives. The client receives the qualified motivated references regarding the most efficient ways of the conduct of the business and the minimization of the risks.</i>	<b>Discretionary</b>
<b>The Express Diagnostics of the Financial Condition of the Enterprise</b>	<i>Quite often, the expertise, conducted by the independent consultant, helps to additionally discover the “hidden” problems in the work of the enterprise.</i>	<b>Discretionary</b>
<b>The Optimization of the Business Processes</b>	<i>The job cuts are the urgent and the painful issue for many managers of the enterprises. The reports and the recommendations of the independent consultants on the construction of the optimal organizational structure may serve the ground for the adoption by the top management of the comprehensive solutions on the job cuts.</i>	<b>Discretionary</b>
<b>The Conduct of the Complex Due Diligence of the Enterprise:</b> <i>The legal due diligence</i> <i>The due diligence of the financial reporting</i> <i>The tax due diligence</i> <i>The organizational and management due diligence</i>	<i>The short-terms of the fulfillment of the project; the experience of the making of the comprehensive due diligence of the enterprises of the different areas of business. The report includes the conclusions on the main risks of the enterprise, and the ways on their minimization.</i>	<b>Discretionary</b>

\* Languages – the Ukrainian, Russian, English.

Sincerely,



Liubych Andriy, Director

