



**FOYENS**  
FINANCIAL SOLUTIONS  
*Eliciting business together*

We Ensure  
your success



focusing more clearly on what is most important to your business !



# FOYENS

## BUILDING VALUES IN FINANCE AND ACCOUNTING

**A**lternative sourcing of the Finance and Accounting (F&A) function is not new. Organizations have been relying on it for years to augment limited internal skill sets, increase productivity and cut costs. But perspectives about seeking alternative sourcing are shifting. More customers are recognizing that to realize the full potential trade-offs from outsourcing, they need to broaden their span—from purchasing piecemeal options to fewer, bigger contracts with much wider scope. For this new demanding customer, Foyens is incessantly reinventing the wheel, to provide customized business processes in conjunction with adherence to de facto process and technology standards.



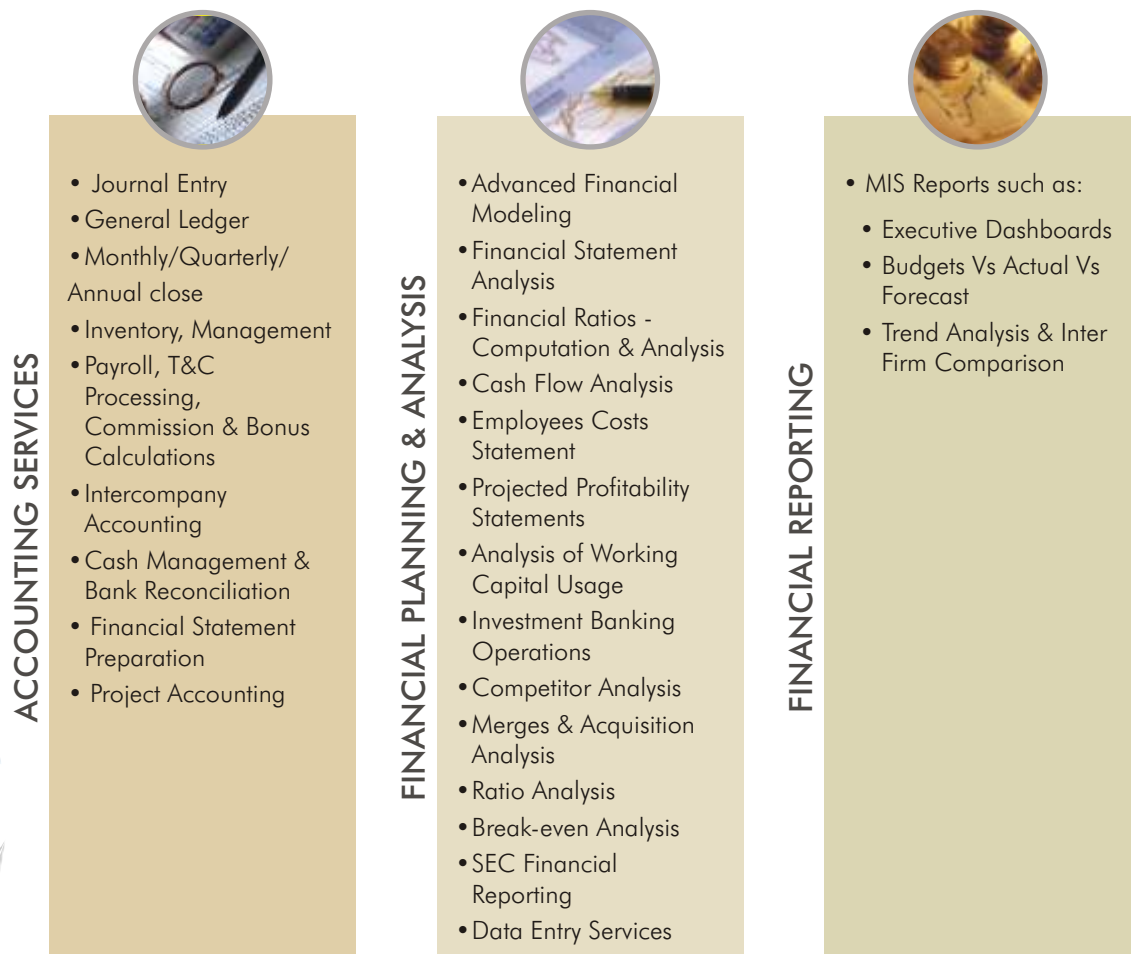
## Foyens: Delivering cost effective processes that help produce tangible business results

Foyens is a professional services company offering finance and accounting (F&A) services to small and mid-sized ventures. Since its inception, Foyens has continuously focussed on a delivery cadence to ensure a constant focus on attainment of profitability objectives, best practices and client satisfaction. Foyens collaborates with each client to deliver tailored business process solutions that range in complexity from individual transaction-based functions, such as accounts payable and accounts receivable, to full-service finance and accounting, including general ledger accounting and SEC financial reporting. Offering flexible engagement options and facilitating companies to transition quickly to an onshore-offshore model, Foyens can help clients save 60% - 70 % in local FTE costs based on its offshore-enabled pricing and over 40%-50% in local costs based on its onshore-enabled pricing.

Foyens is an India based company with sales offices in Brisbane (Australia) .

## Our Services Continuum

Foyens offers a comprehensive end-to-end F&A outsourced service that can be selected in full or part, covering:



**WIDE DEPTH AND BREDTH OF SERVICES**

## Engaging with us

Foyens' engagement models allow clients to enjoy the benefits of a highly-skilled, lower-cost offshore workforce without compromising corporate knowledge, internal control, or increasing risks.

After a thorough assessment of risks, project complexity and business volatility, Foyens recommends a suitable engagement model. The approach promotes a seamless transition to outsourcing and ensures ample support for ongoing management of services. Foyens delivers through onsite, offshore or onsite/offshore models and offers one month free trial period of its services. For all its engagements Foyens offers a 30 day cancellable terms upon completing an initial period of commitment.

## Full Time Equivalent (FTE)

Foyens provides clients with a team of full time equivalent employees for their specific requirements of setting up an offshore development centre. Client may choose to hire a single professional and gradually scale up to a full-fledged development centre.

**Advantages to the client:** Least Cost option, Dedicated team, Budget predictability, IP ownership, Greater flexibility Greater control, Can start at any level of expertise on the application.

## Fixed Price

Best suited for clients with a fixed cost and a fixed scope project, this model allows them to get a predictable budget for their project at a considerably low perceived risk.

**Typical Features:** Fixed Price and Fixed Scope.

**Advantages to client:** Low perceived risk and Budget predictability.

## Time & Material (T&M)

With the time and material engagement model, clients' costs and schedule will vary depending on their specific requirements and on the complexity of the project. This model gives clients maximum flexibility, allowing them to make substantial revisions to their project even as it is being developed.

**Typical Features:** Single Standard rate - X\$/hr - irrespective of resource used, Ideal for Small jobs/Tasks based approach, More Client involvement.

**Advantages to client** More control over implementation, Good when evolving requirements, High flexibility, Analysis involved, Less expensive than fixed.



## People Practices and Proof Points

Foyens provides a platform to work, develop, nurture and grow capabilities of individuals. Its potential to tap talent is augmented through its high performing culture, solid network of talent and spirit of teamwork.

Here's how we maintain a **benchmark in talent hiring**:

- Access to the best-in-class F&A talent in India
- 70% of Foyens' employees are post graduates, Chartered accountants or MBAs
- Deep industry and international experience in the field of Finance & Accounts and the related spheres
- Established system of Performance Bonus & Compensation based on client satisfaction

Foyens bring in a set of **Best Practices** to every client. To realize and sustain these standards, our staff

- Record and maintain all the operational details of the finance and accounting functions of each client to set up a client-specific systemic approach
- Recommend areas for development and implement requisite changes
- Create a pool of Foyens employees exposed to every client's requirements and solutions through training to meet the long-term contingencies
- Help the clients to understand the target market of different culture by providing cross-cultural training
- Complete Transparency with client
- Initiate and sustain an efficient and effective feedback system

## Delivering a differentiated customer experience requires capitalizing on optimized communication

- **Staff Training:** Constant updating of knowledge and skills of employees
- **Mode(s) of Communication:** Foyens teams are professionally trained to utilize all available communication channels (phone, email and chat), to ensure a smooth flow of information between them and our clients.
- **Foyens-Client Interaction:** During the initial stages of interaction with clients, development of relationship and mutual confidence is realized through constant interactions, frequent review meetings, elimination of bottlenecks without any delays.
- **Document Sharing:** Using software-based services, such as Yugma, Zoho, Vyew or Mikogo, Foyens staff and client can share documents allowing both parties to see real-time changes, paging, highlights, and other document interactions.



## ADVANTAGE FOYENS!

- One stop, cost effective F&A solutions for small and mid-sized ventures
- No overheads, no capital investments
- Trained and highly qualified staff
- Highly secure, easy to set-up
- 24/7 support and quicker turnaround time
- Swift and easy transition to an onshore-offshore model
- Flexible engagement & pricing models
- Multi position discounts
- No obligation trial for a month
- 30 days cancellable terms upon completing an initial period of commitment

## Expect...

- Decrease your back office expenses up to 70% with no capital investment
- Increased employee productivity
- Greater flexibility and better management control over processes and business



## STILL IN DOUBT ?

EXPLORE Foyens' Free Trial offer\* for one month... a no obligations offer, it would facilitate you to judge our services during the trial period at no cost.

\*Conditions apply

For more information contact:

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