

ARE YOU READY FOR FUNDING?

More than ever, companies have increasingly easier access to capital. With this in mind, and regardless of the type of funding a company is seeking, it's important that a business is adequately prepared for the many requirements dictated by the private and public capital markets.

24
MONTHS
PRIOR

1 UPGRADE THE FINANCE ORGANISATION

- Have a strong Controller in place
- Monitor risk and compliance issues
- Drive technological change

2 IMPROVE SYSTEMS, PROCESSES AND CONTROLS

- Ensure easy, real-time access to financial data for accurate forecasting of cash flow, liquidity, etc
- Create integrated, automated finance processes and the capability to close the books fast
- Establish automation of compliance with revenue recognition, regulatory requirements and auditing

3 ESTABLISH GOOD CORPORATE GOVERNANCE

- Ensure the board is qualified, establish committees
- Establish quarterly/annual investor and stakeholder communications
- Embed corporate governance in your ERP system and work into your daily processes

4 DEVELOP RISK MANAGEMENT CAPABILITIES

- Internal processes must fuel compliance
- Ensure cyber security and data privacy
- Ensure proper documentation is easily accessible for audit trails

5 ESTABLISH INVESTOR RELATIONS & COMMUNICATIONS

- Obtain legal counsel

12
MONTHS
PRIOR

90% OF SOFTWARE IPOs WERE
NETSUITE CUSTOMERS IN 2018

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