

## Capability Statement

### Company Overview

Plough-Back Financial, Inc. is an award-winning investment analysis consultancy. Our core competencies include financial management, cost management, and corporate finance investment analysis. Plough-Back also develops and instructs customized workshops around our core competencies. Public and private sector organizations engage our firm to provide services ranging from cost management and project control to risk modeling & simulation and corporate valuation. Our foremost priorities are to understand the business landscape of our clients and to recommend sound investment strategies that align with their goals and objectives.

### Solutions

#### Financial Management

Plough-Back develops capital investment financial models that balance risk and return. We have hands-on experience providing Earned Value Management (EVM) support; formulating & executing program budgets and the resulting estimate-to-complete position; and preparing capital investment models that incorporate performance metrics such as *Internal Rate of Return (IRR)*, *Present Value (PV)*, *Net Present Value (NPV)*, *Return on Investment (ROI)*, *Return on Equity (ROE)*, etc. We also assist federal government clients with general ledger account reconciliation and roll-forward audit preparation.

#### *Financial Management Service Offerings*

- Analysis of Alternatives (AoA)
- ETC Budget Formulation & Execution
- Earned Value Management
- Project Control
- Capital Budgeting (e.g., IRR, PV, NPV, ROI, ROE)
- Monte Carlo Simulation

#### Cost Management

Our cost management solutions empower clients with the analysis required to make informed investment decisions, while mitigating risk to taxpayers, stakeholders, and private investors. Clients rely on our market research and analysis to establish optimal cost structures, price points, and investment portfolios.

#### *Cost Management Service Offerings*

- Independent Government Cost Estimates
  - Independent Cost Estimates
  - Life Cycle Cost Estimates
  - Cost-Benefit Analysis
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- Cost Effectiveness Analysis
- Cost-Volume-Profitability Analysis

## Corporate Finance Investment Analysis

Our corporate finance competency is a combination of strategy and finance. We partner with clients to help them meet their financial performance goals. Whether the strategy is organic growth, equity investments, or merger & acquisition activity, our client recommendations always consider *cost, risk, internal rate of return (IRR), and return on investment (ROI)*. Consequently, our clients are prepared to make investment decisions that result in economic value added (EVA) rather than unbridled top line growth.

### *Corporate Finance Investment Analysis Service Offerings*

- Company Valuation
- Merger & Acquisition Due Diligence
- Financial Engineering
- Securities Analysis (e.g., Corporate Finance, Derivatives, Equity & Fixed Income)
- Financial Statement Analysis
- Monte Carlo Simulation

## Client Engagements

### *Department of Homeland Security, Transportation Security Administration (TSA)*

Plough-Back Financial works with TSA program offices, providing cost estimating support services and related workshop instruction. We prepare independent government cost estimates (IGCE) and lifecycle cost estimates (LCCE); similarly, we audit vendor cost proposals for accuracy and price reasonableness. Plough-Back developed TSA's LCCE workshop and guide, which primarily cover work breakdown structures, estimating methods, sensitivity analysis, and a LCCE preparation process.

### *Department of Homeland Security, Office of Financial Management (OFM)*

Plough-Back Financial teamed with the Office of Financial Management to identify, disclose, and correct abnormal balance transactions posted to the general ledger (G/L). We researched and identified over \$500 million in abnormal balance transactions across DHS components. At the conclusion of the engagement, we corrected approximately \$100 million or 20% of the abnormal balances; and we documented business process improvements intended to reduce inaccurate G/L transactions and, effectively, improve the fidelity of financial reporting.

### *Department of Homeland Security, United States Secret Service, Financial Crimes Division*

Plough-Back Financial teamed with the Financial Crimes Division (FCD) of the United States Secret Service (USSS), managing all aspects of seized and forfeited currency—pursuant to the Treasury Forfeiture Fund program. We prepared dispositions for seized and forfeited currency, and directed these funds either to holding accounts, law enforcement sharing agencies, or petitioners. Our team spearheaded the due diligence effort required to prepare the quarterly “roll-forward” audit, resulting in the reconciliation of \$30 million in seized and forfeited currency assets.

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## **Awards**

The International Society of Logistics (SOLE), Greater Washington Area Chapter (GWAC), presented Company Executive, Timothy Carter, with an award in October 2008 for demonstrating cost estimating expertise on several TSA programs.

## **NAIC Codes**

523930 – Investment Advice

523999 – Miscellaneous Financial Investment Activities

541611 – Administrative Management and General Management Consulting Services

541618 – Other Management Consulting Services

561499 – All Other Business Support Services

## **Contact Us**

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