

UMKC Small Business and Technology Development Center

www.bloch.umkc.edu/sbt/dc

Products & Services

SBTDC CONSULTING SERVICES

Small Business and Technology Development Center (SBTDC) consultants are skilled professionals with experience and knowledge all phases of business growth and expansion including:

Financial Analysis	Management Assessment	Loan Packaging
Marketing	Strategic Thinking & Planning	Human Resources
Business Acquisition/Sale	Funding Opportunities	Business Liquidation/Sale
Growth Strategies Implementation	Operations	Transition Planning
Inventory Management	Manufacturing	Accounting/Bookkeeping
Tax Planning	QuickBooks	Compensation
Small Business Innovation Research (SBIR)		Small Business Technology Transfer (STTR)

CUSTOMIZED BUSINESS PLAN

Price: \$1,500 **Overview:** The Business Plan is designed to identify, define and clearly present the business strategies and financial projections to the reading audience whether it is a lender, investor or key management

SECONDARY MARKET RESEARCH

Price: Free **Overview:** Small Business Development Center National Information Clearinghouse (SBDCNET) provides timely, relevant research and web-based information to SBTDC business clients.

PROFORMA FINANCIAL SCAN

Price: \$300 **Overview:** The Proforma Financial Analysis takes the business owners projections and paints a picture of the firm's financial future. The analysis will tell how realistic the projections are and check them against industry standards.

12 MONTH PROJECTED CASH FLOW STATEMENT

Price: \$125 **Overview:** A detailed monthly cash budget, that will help the business owner better understand the firm's breakeven point and future cash needs.

STRATEGIC FINANCIAL ANALYSIS

Price: \$750 **Overview:** A powerful financial analysis tool, that uses past financial information to provide a comprehensive financial fitness check-up of the company. SBTDC consultants will work with the business owner to identify the strengths and weaknesses in the company's financial structure and develop strategies to address specific needs.

BUSINESS VALUATIONS

Price: \$500 **Overview:** A Cash Market Valuation useful in partnership buy/sell agreements, estate planning and settlement, acquisitions, and trust management.

STRATEGIC MARKET ANALYSIS

Price: \$300 **Overview:** A thorough analysis to determine the demand for products or services of potential market or product development. This tool can also be used for market planning and selection.

THE BALANCED SCORECARD

Price: Fee based **Overview:** Develop a system for measuring critical components within your business in order to strengthen your company and reach your goals.

SMART

Price: Fee based **Overview:** A Strategic Management Assessment Review Tool designed to provide a comprehensive look at a company's operations based on both the Malcolm Baldrige National Quality Award Criteria for Performance Excellence and the Missouri Quality Award.