



**Part-Time  
CFO  
Services**

**Business  
Advisory**

**Accounting  
Services**

**Support for Transforming Applied Practices**

**[www.strapaccounting.com](http://www.strapaccounting.com)**

**1300 I STREET NORTHWEST, WASHINGTON DC 20005, UNITED STATES**

# Part-Time CFO Services

# Business Advisory

# Accounting Services



## What We Do!

As your part-time CFO, we will oversee your financial activities and operations to ensure that your short-term and long-term needs are met. We will monitor your ongoing financial operations, internal cash flows, and support your short-term and long-term strategic goals.

Results matter and we will take you through!

As your business advisers, we give you advice and support to help new businesses start-ups, and established businesses grow. You'll be advising on a range of business areas from finances, business plans, to system improvements.

As your personalized accountant, we will provide bookkeeping and accounting services, which includes, regularly categorize transactions and reconciling accounts to keep the information accurate and up to date. At the end of each month, we will close your books and share key financial reports, including your income statement and balance sheet. We will also meet once a month to review your financials and discuss other related matters concerning your business.

# What Our Clients Say About Us!

"Agha Hussain has a very dedicated team of professionals. His commitment to work is exceptional. I have known him for more than 15 years through various assignment that he did for me and never has he let me down."

Amjad Khan, Senior Social Protection Specialist - The World Bank, Washington DC



Agha Hussain is knowledgeable and professional. He provides thorough work and follow-up. Our firm benefits greatly knowing him and utilizing his services."  
Joye Sistrunk - Premier Group Services, CPA, Maryland

"Responsive and wonderful professional to work with. He is committed to providing excellence in service in a timely manner. He has done a great job for us in business advisory area."

Shad Ahmad, Principal - AAL CPAs, Virginia



"An overall great decision for our growing company, Agha and his team helped us professionalize our financial and accounting operation. We grew very quickly and needed both part-time CFO consulting services and day-to-day bookkeeping support. We received both and have been very happy with our new business projections and reporting, not to mention the detail of our accounting. I recommend them 100%." Carlos Alcazar, CEO - Culture One World, Washington DC

"The team is wonderful. He has been able to manage the account and finance unit of an organization very well. He is very articulate and very detailed in accounting and statutory matters."

Bright Ikwetiel - Health Strategy and Delivery Foundation (HSDF), Washington DC



# EXECUTIVE PROFILE

Agha Hussain - Founder and Principal

Agha brings professional experience spanning over 20 years in accounting, financial management, institutional risk management, public financial management, financial systems, process automation, and data analytics. He established his consulting practice in 2002 after working in senior positions with PWC, Grant Thornton, PEPSI, and Tetra Tech.

He is associated with The World Bank in Washington, DC for over ten years and has worked in the US as well as internationally in East Africa (Kenya, Ethiopia, Rwanda), West Africa (Nigeria), and South Asia (Sri Lanka, Bangladesh, Pakistan) regions.

In addition to working with for-profit entities, Agha has comprehensive experience in providing financial management solutions to non-profit entities.

He has advised clients managing US government funds in complying with all areas of Uniform Guidance (2CFR 200). He has successfully managed complex engagements and dialogues with large global organizations and bureaucracies. Agha has an equally rewarding career advising the small and mid-sized companies during their start-up and growth phases, and once they are ready, in hiring their first full-time indigenous accounting and finance team.

He is a QuickBooks Pro-Advisor, and SAGE Certified Consultant has completed several implementations of QuickBooks and mid-tier ERPs, including Microsoft Dynamics (GP and SL) and SAP-Fi.

Agha is an avid hiker and a guitar player and lives with his wife, two daughters and a son in Centreville, Virginia (U.S.A).



# Case Study # 1

Client: Health Strategy and Delivery Foundation (HSDF), Washington DC

Industry: Non-Profits

Situation - HSDF is implementing as a subcontractor to a USAID funded multi-million-dollar five-year project, which is a global initiative on public health covering more than 23 countries.

HSDF is a non-profit headquartered in Nigeria and started its operations in the US in 2018. In order to be fully compliant with the laws regarding federal funding utilization, HSDF required applicable legal, and statutory registrations together with the policies, procedures, and financial management reporting systems to mobilize its operations in the US.



Approach – Following tasks were timely completed without causing any lag in the implementation schedule and receiving donor funding:

1. An accounting system was implemented with a chart of accounts catering to the reporting requirements of USAID (ADS) and federal funding utilization (2cfr200);
2. A time-writing software was implemented and integrated with the accounting system;
3. A financial policies and procedures manual was drafted to comply with the US regulations and statutory requirements;
4. A financial and management reporting package was designed for periodic reporting to the head office.
5. Negotiated budgets with the donor (prime).

Results - Our interventions helped HSDF in achieving the following results:

1. Achieved 95% burn rate in its first year of operations. All invoices were submitted and cleared on time by the donor. Tax filings (form 990) were completed on a timely basis;
2. Completed all state and federal registrations to make the organization eligible for federal and state funding (SAM, DCRA, DOES, IRS, etc.);
3. The auditors for the US operations issued an unqualified external audit report on the project and organizations as a whole with no internal control weaknesses identified during the audit;
4. The auditors for the group (Ernst & Young) issued an unqualified external audit report on the US operations with no internal control weaknesses identified during the audit.

# Case Study # 2

Client: Culture One World (C1W), Washington DC

Industry: Advertising and Marketing

**Situation** - The company was on a growth trajectory, and its existing reporting, financial management systems, and workflows were not geared towards managing high volume transactions while ensuring compliance with applicable laws and regulations. Further, maintaining an adequate liquidity position during project execution was crucial for the successful completion of the project. The company required enhanced reporting, data accumulation, cash flow monitoring, and financial management systems to cater to complex needs to drive growth.



**Approach** – Following tasks were completed, and reforms introduced:

1. Updated the chart of accounts including the analysis codes to collect data facilitating the indirect cost rate calculations for the company;
2. Integrated the time writing and expense applications with the accounting system to manage expense reimbursements and invoicing issues per federal fund utilization regulations;
3. Prepared the budget for the three years and submitted periodic reports on actual vs. budgets. Monthly meeting with the CEO to discuss general management issues;
4. Implemented and integrate a payment platform with the accounting system, to manage vendor payments;
5. Created a dashboard (using MicroStrategy for data analytics) and KPIs to monitor the media buying activity, invoicing to the client, and payments to the vendors;
6. A weekly presentation was made to the CEO using the dashboard and ensuring that the cash flows remain predictable and are realized on a timely basis;
7. Negotiated and used multi-million-dollar credit lines from Facebook and Google to efficiently use the company's internal funds

**Results** – Our interventions helped C1W in achieving the following results:

1. System improvements and financial reforms introduced in the company made it possible to generate accurate and timely financial statements and ensuring adequate liquidity during project execution through monitoring cash flows and managing AP and AR cycles;
2. The company managed the cash flow requirement for the media buying cycle with less than 10% of the funding requirement provided through internal funding, which was made possible by better managing vendor credit lines and other working capital management techniques.

# Case Study # 3

Client: AAL CPAs and Management Consultant (AAL), Vienna VA

Industry: Public Accounting and Management Consulting

Situation: AAL CPAs and Management Consultants was founded in 1989 as an accounting and information technology company. AAL has over 30 years of experience in the financial industry, covering institutional lenders and institutional borrowers. AAL hired STRAP Services to manage a proposal submission for a large multi-million dollar submission to USPS (United States Postal Services) for Contract Auditing Services.



Approach: Planned, organized, controlled, and executed the submission as follows:

1. Directed cross-functional teams in preparing qualifications, technical responses, and cost estimates in response to Requests for Proposal (RFPs);
2. Enhanced bidding strategy, use of info-graphics, and improved branding & marking techniques to better address customer requirements;
3. Modernized existing proposal management process to align with enterprise-wide Staged Gate review process and proposal management approval requirements, providing for better consistency of content;
4. Negotiated pre-bid agreements with small business partners and contractors;
5. Evaluated proposal content requirements and managed deliverables. Utilized formal processes for preparing bids and proposals to ensure all deliverables were compliant to FAR bidding specifications, completed on time, and reviewed for proper management approval.

Results: AAL was declared the successful bidder.

# Case Study # 4

Client: The World Bank (WB), Washington DC

Industry: International Development

Mr. Hussain (The Principal) is associated with The World Bank in Washington, DC, for over ten years carrying out numerous accounting, auditing, and advisory assignments in the US and internationally in East Africa and South Asia regions.



As the designated Financial Management Specialist from the World Bank, he supports the project teams in the borrowing countries in improving their financial management performance and capacity to provide reasonable assurance on the use of the World Bank's loan proceeds. His recent portfolio of projects with the World Bank has a combined funding value of over USD 1 billion. A summary of some selected assignments in these countries are listed below:

## Kenya

1. Developed the Institutional Risk Management Framework for Hunger Safety Net Program (H SNP);
2. Developed and then monitored the implementation of a Consolidated Action Plan (CAP) for National Safety Net Program (NSNP), focusing on addressing the financial management and fiduciary gaps identified in the external audit reports and donor assessments;
4. Provide recommendations for improvements in the design of the consolidated MIS for NSNP and carried out the user testing for various MIS modules;
5. Developed the financial policies and procedure manual for beneficiary payments for the NSNP project;
6. Developed the reconciliation framework for beneficiaries' payments made by Payment Service Providers (PSPs) and reconciled the payments from inception to June 2017 for NSNP;
7. Developed the financial policies and procedure manual for the beneficiary's payments for Kenya Economic and Social Inclusion Project (KESIP).

## Rwanda

Developed financial management improvement plan for Strengthening Social Protection Project (SSPP), focusing on addressing the financial management and fiduciary gaps identified in the external audit reports and donor assessments. In phase II, supervised the implementation of the recommendations and action items from the proposed improvement plan.

# Case Study # 4

Client: The World Bank (WB), Washington DC

Industry: International Development

## Ethiopia

1. Developed technical specifications for a big data analytics platform (for beneficiary payments) for the Productivity National Safety Net Program (PNSP), Ethiopia;
2. Reviewed MIS systems and technical specification documents and gave recommendations on areas of improvement. Suggested improvements in PASS (Woreda level beneficiaries payroll system) system upgrade, and also carried out user testing after software development;
3. Developed financial management improvement plan for PSNP focusing on addressing the financial management and fiduciary gaps identified in the external audit reports and donor assessments. In phase II, supervised the implementation of the recommendations and action items from the proposed implementation plan.

## Pakistan

1. Supervised teams for the design, development, and implementation of a data analytics platform for the Benazir Income Support Program (BISP), which is the largest social safety net program in South Asia;
2. Supervised teams for the design, development, and implementation of an automated country-level payments processing and verification interface for quarterly social security payments to 5.2 million recipients of the Benazir Income Support Program. The automated process resulted in decreasing the payment processing cycle from 90 days to only seven days.

## Bangladesh

1. Design and implemented fiduciary & financial controls resulting in improving fiduciary risk ratings from the independent assessments carried by the World Bank Income Support Program for the Poorest (ISPP), Bangladesh.
2. Reviewed MIS systems and technical specification documents and gave recommendations on areas of improvement, and also carried out user testing after software development. Developed the financial policies and procedure manual for the beneficiary's payment for ISPP.

## Sri Lanka

Developed a country strategy for introducing electronic cash transfers for Social Safety Net program for Sri-Lanka.

