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5 WAYS A FRACTIONAL COO PREPARES YOUR COMPANY FOR FUNDRAISING



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STREAMLINING OPERATIONS FOR SCALABILITY

A Fractional COO will conduct a thorough analysis of your current operations, identifying inefficiencies and areas for improvement. They'll re-engineer processes to ensure that your business can scale smoothly, making it more appealing to investors.



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BUILDING A STRONG LEADERSHIP TEAM

Leadership Development: A fCOO will mentor existing talent and help hire strategic roles, ensuring your company has a strong leadership team capable of driving growth and handling new challenges post-funding.

Succession Planning: Establishing clear succession and contingency plans to demonstrate to investors that the business can sustain operational success, even with leadership changes.

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FINANCIAL OVERSIGHT AND STRATEGY

Financial Health Analysis: Reviewing and optimizing the financial structure, including cash flow management, cost structures, and revenue streams, to ensure your financials are attractive to investors.

Budgeting and Forecasting: Working with finance teams to develop realistic yet ambitious financial forecasts and budgets that align with your growth targets and fundraising goals.

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OPTIMIZING STRUCTURE & CULTURE

Culture Enhancement: Cultivating a strong company culture that aligns with your mission and values, making your company a more attractive investment.

Organizational Design: Aligning the organizational structure with your strategic goals to ensure that the company can efficiently operate at a larger scale post-funding.



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CRAFTING A COMPELLING NARRATIVE

Strategic Storytelling: Assisting in crafting a compelling story that highlights your company's potential, market opportunity, and competitive edge, which is crucial for captivating investors.

Documentation and Due Diligence Preparation: Ensuring all operational, financial, and business documents are investor-ready, transparent, and reflect the company's true value and potential.

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CONCLUSION

A Fractional COO brings a wealth of experience and an objective perspective to your company. By focusing on these five areas, they prepare your company not just to attract funding but to thrive post-investment. Their part-time status allows for flexibility and a focus on strategic initiatives that drive long-term value, making them a cost-effective solution for startups and growing companies looking to scale and succeed.

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