



## The Apparatus Client Success Framework

### Transform. Stabilize. Scale.

Apparatus delivers more than just outsourced accounting—we install the financial infrastructure and advisory systems construction companies need to grow profitably and confidently.

**Our strategic model guides every client through three essential phases of business evolution:**



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### **Transform: The Precision Bookkeeping Formula™** *Build a Foundation of Financial Clarity*

Our proprietary Precision Bookkeeping Formula™ (PBF) is a 9-stage transformation process that cleans up and re-engineers your financial systems in just 90 days. We take you from uncertainty to clarity by:

- Taking over day to day bookkeeping immediately
- Migrating and organizing your books in QuickBooks® Online
- Implementing the NAHB-compliant Chart of Accounts
- Streamlining AP/AR workflows with Adaptive.Build®
- Applying the right revenue recognition model (POC, CCM, or APB WIPAA)
- Delivering accurate job-level reporting and entity structure
- Developing your PCA Playbook™—a custom guide to your financial operations

Every Apparatus client begins with this proven onboarding system, setting the stage for profitable growth.

**The PBF is our signature transformation engine—and a powerful differentiator in the market.** We take over your books immediately, and within approximately 90 days you'll have construction-accurate books, meaningful job insights, and systems that support smart decision-making.

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### Stabilize: The Construction Advantage Program™

*Operational Excellence That Scales with Your Business*

The **Construction Advantage Program™** (CAP) is our ongoing financial management service platform, offered at three performance tiers:

#### **GOLD**

*For growing builders  
and remodelers  
(\$2M-\$10M)*

#### **PLATINUM**

*For established teams  
(\$5M-\$15M) with more  
complexity*

#### **PLATINUM X**

*For high-growth firms  
(\$10M-\$50M+) needing full  
executive support*

Each level delivers a right-sized service model, including:

- Revenue and expense management
- CMS and payroll integrations
- Recurring bookkeeping and job cost tracking
- Cash planning and financial reporting
- Multi-entity support (Platinum+)

CAP is how Apparatus becomes your financial operating system, supporting your business month after month.

**CAP allows us to deliver consistent, construction-specific financial excellence at scale.** Our tiered model ensures every client gets the right support for their stage of business, while giving Apparatus a repeatable and profitable delivery structure.



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### Scale: The Strategic Growth System™

*CFO Advisory That Powers Profitable Growth*

The Strategic Growth System™ (SGS) is our CFO advisory platform—designed to help construction companies scale strategically and profitably.

Through regular financial reviews and growth planning sessions, we provide:

- Executive dashboards and KPI tracking
- Margin and labor utilization analysis
- Cash flow forecasting and backlog modeling
- Strategic pricing and bid review
- Business planning for hiring, expansion, or investment

Available in Gold and expanded in Platinum and Platinum X, SGS™ turns your financials into a strategy for rapid profitable growth. **This is where Apparatus becomes more than your bookkeeper—we become your financial guide.** The Strategic Growth System™ helps you make confident decisions about pricing, people, cash, and direction.



### Ready to Transform, Stabilize, and Scale?

Let Apparatus install the financial system that powers the construction industry's most successful firms.

Email [stevek@apparatus.team](mailto:stevek@apparatus.team) to schedule your free consultation today.



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