



# **OUTSOURCED ACCOUNTING & TAX SOLUTIONS**

# We are more than just your **accountants.** We are your **competitive edge.**

At KMK, we pride ourselves on offering personalized services tailored to meet the unique needs of each of our clients. We believe in becoming a one stop solution for all of your accounting and tax requirements. With a team of 320+ experienced and skilled accountants who have worked with a wide range of clients across various industries, we are well equipped in providing accurate and effective services as per the industry. With our less than 24-hour response rate, we pride ourselves in being responsive and proactive which sets us apart.

We utilize advanced technology which allows us to streamline processes, reducing the risk of errors and increasing our productivity. With our lean outsourcing model, we are able to leverage the cost efficiencies which results into cost savings of up to 50%



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# WHO WE ARE

At KMK, we offer expert accounting services ensuring accuracy, compliance, and strategic decision-making, so you can focus on what matters the most – growing your business.

KMK Ventures Private Limited (“KMK”) is a leading outsourced accounting and tax service provider, established in 2007. We offer end-to-end accounting and tax solutions to small, medium, and large enterprises. Our team of 320+ professionals, including certified public accountants, chartered accountants, and staff accountants, provide expert services with years of experience, knowledge, and integrity. As a reliable extension of our clients’ accounting departments, we ensure accurate accounting, compliance, and reporting for strategic decision-making, allowing them to focus on their core competencies.

With established workflows, knowledge, infrastructure, and passion, we deliver best-in-class results. KMK works with solid foundation of technical expertise along with strong conceptual understanding to be able to work with any industry.

## Adding Pace to Your Business

### OUR VISION

Our vision is to become an organization providing services that add value to our clients’ businesses while maintaining high standard of integrity. We thrive to be the best in class and leverage technology to achieve our vision.

### OUR MISSION

Our mission is to empower our clients by delivering accurate, timely, and cost-effective outsourced accounting and tax services. Our mission will enable our clients to make accurate strategic business decisions to grow their businesses.





**320+** Team members

**15+** Years of Experience

**100%** Client Satisfaction

## OUR VALUES

Discover the freedom to focus on your business with our outsourced accounting services. We prioritize our clients' success and partner with them to help achieve their business goals.

At KMK, we prioritize our clients' needs, actively listening and understanding their unique challenges to provide tailored solutions that meet their goals. Our commitment to transparency and integrity ensures that we operate with honesty and professionalism and give our 100%. We foster long-term relationships with our clients, built on mutual trust, respect, and open communication. Our team is dedicated to continuous improvement, investing in the latest technology, training, and education to provide timely, accurate, and cost-effective accounting services.

We take pride in our work, striving to exceed expectations, and deliver excellence in all our engagements.

Transform your business  
with **outsourced accounting**  
and elevate your **financial**  
**success.**





# WHAT WE DO

Our outsourced accounting services offer efficient, accurate, and cost-effective solutions to streamline your financial operations. Trust our team of experts to manage your bookkeeping, tax preparation, audit support as well as other advisory services, so you can focus on growing your business.



## Accounting

We offer a comprehensive suite of services, including CFO/Controller level services, perpetual accounting services, and after-the-fact periodic accounting services.

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## Taxes

We offer comprehensive tax services, including preparation, planning, and compliance to help you achieve your financial goals.

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## Audit Support

We provide expert audit support to ensure compliance and accuracy, with comprehensive analysis and reporting to help you navigate through complex financial audits.

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## Advisory

Our expert advisory services provide strategic insights and customized solutions to help you make informed decisions and achieve your business goals.

# ACCOUNTING

Outsourced accounting services are like a quarterback for your financial game, leading the way to success with precision, strategy, and expertise.





# BOOKKEEPING SERVICES

Score big with our **bookkeeping services**. Let us help you keep track of every point.

Our bookkeeping services provide accurate financial records, ensure tax compliance, generate insights, and lead to cost savings.

We understand the importance of accurate and efficient bookkeeping services for businesses. Our team of experts uses advanced tools and technologies to manage financial transactions, while providing comprehensive statements and reports to support informed decision-making.

We tailor our bookkeeping services to meet the unique needs of each client, ensuring that their financial operations are streamlined and optimized for success.



Day to day transactional work & general ledger maintenance



Month-end or periodic closing & US GAAP compliant financial statements



Banking reconciliation with treasury management support



Sales tax management & compliance



Maintaining prepaid, accruals, depreciation & amortization schedules on a monthly basis



Management reporting

*Over 90% of small businesses that use outsourced accounting services report greater efficiency and cost savings. Outsourcing bookkeeping tasks can provide peace of mind, knowing that your financial records are accurate, up-to-date, and in compliance with regulations.*

# ACCOUNTS PAYABLE

Our outsourced accounts payable services are designed to streamline procure to pay processes for businesses. We manage bill processing & three-way match, payment management, and vendor relationships using advanced technologies and expert oversight. Our tailored solutions save time, reduce errors, and improve cash flow, providing businesses with greater financial control and peace of mind.



Vendor master data management



Vendor helpdesk



Purchase Order (PO) management



Vendor payments & reconciliations



Invoice processing & three-way check



AP aging reporting & analysis



Expense management



Customized processes based on the business requirements

# ACCOUNTS RECEIVABLE

We provide comprehensive support for businesses seeking to improve their cash flow and streamline financial operations. With expert oversight and advanced technologies, we manage all aspects of the AR process, from invoicing to collections, ensuring timely payments and accurate financial reporting.



Customer master data management



Factoring management



Invoicing, credits & adjustments



Customer deposits applications and reconciliations



Credit control & debt collections



AR aging analysis & DSO optimization

# PAYROLL MANAGEMENT

We provide comprehensive support to businesses seeking to streamline their payroll processes. With advanced technologies and expert oversight, we manage all aspects of payroll, from processing to tax reporting and compliance. Our tailored solutions help businesses save time, reduce errors, and improve employee satisfaction.



Payroll processing



Payroll tax management and monthly/  
quarterly/annual payroll tax returns  
filings



Employee benefits management



Time and attendance management



Payroll reporting and compliance



New hire onboarding and paperwork  
management



Payment management for hourly  
contractors



Payroll audit and review

# INVENTORY MANAGEMENT

We help businesses to optimize their inventory levels, minimize costs, and improve efficiency. Using advanced technologies and expert oversight, we manage all aspects of inventory tracking and reporting, including purchase orders, stock counts, and replenishment. Our tailored solutions provide businesses with greater visibility and control over their inventory, enhancing overall operational performance.



Inventory tracking including sku  
management



Inventory valuation



Inventory optimization



Order fulfillment



Forecasting & planning



Inventory analysis & reporting



# FINANCIAL PLANNING & ANALYSIS

## Unleash the power of financial planning & analysis and take your business to new heights.

We specialize in providing comprehensive FP&A (Financial Planning & Analysis) services that empower businesses to make informed financial decisions. With expertise in data analytics and financial reporting, our team helps clients analyze key performance indicators, create budgets, forecasts, and models, and track financial metrics.

By leveraging our services, businesses can gain actionable insights that enable them to optimize their financial performance drive growth, and achieve their goals.



Budgeting & forecasting



Financial modelling



Performance management & analysis



Variance analysis



Cost and investment analysis



Strategic planning assistance



Cash flow management



Business valuation

*"By leveraging FP&A services, businesses gain access to expert financial analysis and reporting that provides actionable insights to optimize financial performance, reduce costs, mitigate risks, identify growth opportunities, and achieve their long-term goals."*

# TAXES

Efficient and accurate tax planning  
and preparation services for  
your business.



# Let us handle the numbers, while you handle the growth. Efficient, reliable, and accurate **tax preparation services.**

We provide comprehensive tax services to help individuals and businesses navigate the complex world of taxes. Our team of experienced tax professionals can assist with tax planning, preparation, and filing for federal, state, and local taxes. We stay up-to-date with the latest tax laws and regulations to ensure that our clients receive the most accurate and timely advice.

Our goal is to minimize tax liabilities while maximizing deductions and credits, allowing our clients to keep more of their hard-earned money. We are committed to providing personalized service and building long-term relationships with our clients to help them achieve their financial goals.

Tax planning is a key aspect of our tax services. Our experienced CPAs work closely with our clients to develop personalized tax planning strategies that help minimize tax liabilities and maximize tax savings.



Individual tax returns



S Corporation tax returns



LLC/LLP/Partnership tax returns



Trust tax returns



C Corporation tax returns



Tax Planning & Advisory

*"With our tax planning services, clients can feel confident that they are taking the necessary steps to minimize their tax liabilities while staying compliant with tax laws and regulations."*



# AUDIT SUPPORT

Confidently face audits with  
our expert support.



# Don't let the competition catch you offguard. Our **audit support services** are the game winning play for your business.

Our audit support services provide comprehensive assistance to clients to ensure compliance with regulatory requirements, financial reporting standards, and internal controls. Our team of experienced professionals has a strong understanding of the complexities of auditing procedures and regulations, enabling us to deliver tailored solutions that are customized to meet the specific needs of our clients.



Comprehensive audit preparation and planning



Assistance with preparation of audit schedules and documentation



Assistance with compliance and regulatory requirements



Communication with collaboration



Analysis of internal controls and risk management processes



Assistance with post-audit reviews and follow-up actions



Assistance with financial statement preparation and disclosure requirements



Assistance with the resolution of audit findings and recommendations



Review of accounting policies and procedures



Identification of opportunities for process improvements and efficiencies



Assistance with data preparation and organization



Support for management in addressing financial reporting and audit-related issues

***“Reliable audit support is essential for regulatory compliance, risk mitigation, and financial transparency. With expert audit assistance, businesses can streamline the audit process, identify potential issues, and confidently address any concerns that arise.”***

# ADVISORY

Expert guidance for informed decision-making.  
Empower your decision-making with our  
transformational expert guidance  
and insights.





# VIRTUAL CFO SERVICES

## Make the right moves with **our expert guidance** to transform your business decisions.

At KMK, we specialize in providing strategic insights and customized solutions that can help your business make informed decisions and achieve its goals. Our team of experienced consultants possesses a wealth of knowledge and expertise in various industries, which enables us to offer tailored advice and recommendations that align with your specific needs.

Our services are designed to be flexible, scalable, and adaptable, ensuring that we can meet your needs regardless of your industry, size, or stage of growth. We offer virtual CFO services to help businesses manage their finances and make informed decisions.



Access to experienced financial professionals without the costs of hiring a full-time CFO



Data-driven decision-making through financial analysis and reporting



Customized financial management and advisory services, including financial planning, budgeting, cash flow management, and strategic financial advice



Remote and flexible services, providing financial guidance and support when needed



Improved financial processes and controls to optimize financial performance



Scalable services that can adapt to changing business needs and priorities



Expertise in regulatory compliance and risk management, ensuring financial compliance and minimizing risk exposure



Focus on core business activities while leaving financial management to the experts.

*“Virtual CFO services provide businesses with the expertise and resources needed to make informed financial decisions and drive growth.”*

# BUSINESS VALUATION

Our business valuation services deliver precise and thorough valuations, empowering businesses to make strategic decisions regarding mergers, acquisitions, and other critical financial transactions.



Comprehensive analysis of business value, including financial and non-financial factors



Customized services that can adapt to changing business needs and priorities



Objective assessment of assets, operations, and financial performance



Expertise in regulatory compliance and industry standards, ensuring accuracy and consistency



Accurate valuation for mergers and acquisitions, capital raising, and legal disputes



Guidance on strategies to enhance business value and achieve financial goals



Identification of potential risks and opportunities that impact business value



Facilitation of informed decision-making based on data-driven analysis and insights

# BUSINESS FORMATION

Our business formation services offer tailored solutions, guiding entrepreneurs through the complex process of launching a new business with confidence and ease.



Guidance in selecting the appropriate business entity, such as a corporation, LLC, or partnership



Assistance with registration and licensing requirements, ensuring legal compliance



Tax planning services, helping business owners understand their tax obligations and reduce their tax liability



Customized services that can adapt to changing business needs and priorities

# WHY CHOOSE US

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Discover the benefits of choosing our outsourced accounting services - tailored solutions, expert team, cutting-edge technology, and unlimited growth potential.

With our expert team and **cutting-edge technology**, we offer personalized solutions to ensure your financial health and compliance, while freeing up your time to **focus on growth**.



## EXPERTISE

Tap into our team's wealth of knowledge and experience.



## COST SAVINGS

Reduce your operating overheads by over 50%.



## SCALABILITY

Customized solutions that adapt to your business' changing needs.



At KMK, we understand the importance of having reliable and accurate financial information to make informed business decisions. By choosing our outsourced accounting services, you can benefit from our years of experience and expertise in providing tailored financial solutions that are designed to optimize your business operations.

Our team of professionals is equipped with cutting-edge technology to deliver accurate, timely financial reporting, compliance management, and actionable insights that will help you achieve your business goals. We provide cost-effective and scalable solutions that can be customized to fit your business needs, enabling you to free up valuable time and resources to focus on driving growth and increasing profitability.

Choose KMK as your trusted partner for outsourced accounting services and unlock the full potential of your business.



## QUALITY CONTROL

Rigorous standards to ensure accuracy and regulatory compliance.



## DATA SECURITY

Advanced security measures to protect your sensitive financial data.



## DEDICATED STAFF

Allocation of the dedicated resources who function as part of your team.



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**Teamwork is the result of a leader who values relationships and leads by example, inspiring others to work towards a common goal.**



# MEET OUR TEAM

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KMK's management come across as one unified entity having the same set of values, goals and passion for being the best-in-class.



## **Dhruvin Kothari**

**Managing Director**  
**FCA, MBA**

Dhruvin plays the role of Defensive Coordinator at KMK. Dhruvin oversees the entire defence mechanism at KMK including human resource management, employee development programs as well as continuing education.



## **Asit Morlidhar**

**Managing Director**  
**CPA, FCA, MBA**

Asit plays the role of Offensive Coordinator at KMK. With his extensive experience of over a decade in public accounting and corporate finance in New York City, Asit is the torchbearer for KMK. Asit specializes in outsourced accounting & tax engagements and works with many US based businesses as well as CPA firms to manage their backend operations.



## **Dev Kothari**

**Managing Director**  
**CPA, FCA**

Dev manages Special Teams at KMK. Dev has extensive experience managing large volume accounting and tax returns processing engagements for our US based clients. Dev brings with him a unique combination of enterprising vision and tenacity through his highbrow profile. A National level table tennis player, Dev has been an active sports person all his life.



# HOW IT WORKS

We are a trusted outsourced accounting company that empowers businesses to focus on their core operations while we handle their accounting needs.

We start by conducting a comprehensive assessment of our clients' accounting needs and designing a tailored solution that fits their unique requirements. During the transition phase, we establish effective communication channels, robust data security measures, and clear service level agreements. We then carry out day-to-day accounting tasks with meticulous attention to detail, ensuring that our clients' financial records are complete, accurate, and up-to-date.

With our client-centric approach, we continuously monitor performance metrics to identify areas for improvement, streamline workflows, and provide valuable insights that help our clients make informed business decisions.



1.

## ASSESSMENT



Study “As-is” processes and systems



Conduct feasibility analysis



Solution designing including “To-be” processes

2.

## TRANSITION



Setting up right sizing of the team



Deployment of right resources



Knowledge transfer kick-off (remote/ onsite) and Training

3.

## DELIVERY



Follow SOP and meeting SLAs



Governance & Communication plan



MIS Reporting

4.

## IMPROVEMENT



Process re-engineering



Center of excellence through implementing best-in-class KPIs



Value adds through technology and automation for cost savings & efficiency

*“Gain transparency and control over your accounting - uncover the step-by-step approach of our trusted outsourced accounting solutions.”*

# DATA SECURITY

KMK is committed to ensuring the security and confidentiality of our clients' financial information. As a leading provider of outsourced accounting and tax services, we understand the importance of protecting sensitive data from unauthorized access, theft, and cyber threats.



To achieve this, we have implemented a comprehensive security program that includes compliance with industry standards and regulations.

Following are some of the measures that KMK has implemented:

- > Certified for ISO 27001:2013 certification for its information security management system.
- > Compliance with Internal Revenue Service publication 4557 guidelines.
- > Regular security assessments for our security measures.
- > Robust data encryption protocols to protect sensitive data from unauthorized access or theft.
- > Strict access controls to limit access to sensitive data to authorized personnel only.
- > Ongoing staff training on data security best practices to ensure that all employees are aware of their role in maintaining data security.
- > Continuous monitoring and evaluation of our security measures to identify and address potential vulnerabilities.
- > Implementation of multi-factor authentication to provide an additional layer of security for client data.
- > Adoption of secure file sharing platforms to facilitate secure communication and collaboration with clients.
- > Utilization of cloud-based technology that complies with industry-recognized security and compliance standards.



# OUR MEASURES

01.

## COMPLIANCE

KMK is certified for ISO 27001:2013 certification for its information security management system. KMK follows the best practices defined by Internal Revenue Service under publication 4557.

02.

## DATA PROTECTION

KMK has taken a series of data protection measures including multi-factor authentication, firewalls with intrusion detection and continuous monitoring.

03.

## EMPLOYEE TRAINING

KMK conducts periodic seminars for data security awareness including company policies and overall best practices.

# ROBOTIC PROCESS AUTOMATION



# WHY RPA?

KMK jumpstarts the transformation of Finance and Accounting operations by eliminating manual processes to reduce costs, strengthen controls, improve accuracy, accelerate financial reporting, and empower employees using RPA platforms.

## Strengthen governance & controls

Ensure regulatory compliance, automate manual controls, and tighten governance of financial processes.

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## Business resilience

Adapt to change by eliminating repetitive, manual, document and data-intensive tasks.

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## Improve cashflow

Streamline the accounts payable and accounts receivable functions by automating invoicing and reconciliation tasks.

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## Accelerate the closing

RPA delivers financial data on demand, supporting external reporting and business decision making.

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## Reduce costs

Automate manual processes and data validation checks to improve the efficiency of financial operations.

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## Improve accuracy

Eliminate processing errors with Robotic Process Automation (RPA) and Artificial Intelligence (AI).



# SOFTWARE CAPABILITIES



ORACLE  
NetSuite

qb intuit  
quickbooks.



Microsoft  
Dynamics® 365

TaxJar®

gusto

PAYCHEX®  
HR | Payroll | Benefits | Insurance

ADP®

bill.com

Power BI

carta

intuit  
proconnect  
LACERTE



intuit  
proconnect.

ULTRATAX SOFTWARE

DrakeSoftware

GOSYSTEM TAX™

tax1099.com  
POWERED BY ZENWORK

Juniper Square

paycom®

Safe  
FINANCIALS

Ledgy

Hubdoc

# INDUSTRIES WE SERVE

KMK is an outsourced accounting service provider that works with clients across a diverse range of industries. Our team of experienced accounting professionals has a deep understanding of the unique financial challenges faced by businesses in various industries, and we tailor our services to meet the specific needs of each client. Our expertise in accounting and financial management, combined with our commitment to staying up to date with the latest industry trends and regulations, enables us to provide our clients with the highest quality service and support.



Fund & Venture Capital



E-Commerce



Trucking & Logistic



Professional Services



Wholesale Distribution



Factoring



Wireless Retail



Insurance



CPG



Information Technology



Manufacturing



Entertainment



Real Estate



Not For Profit Organizations



Jewellery & Diamonds



Restaurant

# CORPORATE SOCIAL RESPONSIBILITY

KMK is committed to corporate social responsibility and making a positive impact on the communities in which we operate. As part of our efforts, we have launched the "Spread a Smile" initiative, which aims to bring joy and hope to underprivileged people. Through this initiative, we donate a portion of our profits to support education, healthcare, and basic needs for children in need.

Our team also participates in volunteering activities, such as organizing educational programs, distributing school supplies, and supporting local charities. We believe that by giving back to society, we can create a better future for generations to come, and we're proud to be a socially responsible organization.



Join us in spreading  
smiles and making  
a positive impact on our  
communities



# FAQ

## **How do we communicate with your team and ensure that we receive timely updates and responses?**

We use various communication channels such as email, video conferencing, and messaging apps to keep our clients updated on their accounting tasks' progress. We also assign a dedicated account manager who serves as the point of contact and ensures timely responses to all queries and concerns.

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## **How do you manage the time zone difference between India and the US?**

At KMK, we have established business hours that overlap with US business hours for at least 4 hours which enable us to collaborate with our clients.

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## **Can you provide references or case studies from your US-based clients?**

Yes, we can provide references and case studies from our US-based clients upon request. We have a track record of providing excellent service to our clients, and we are confident in our ability to meet their accounting needs.

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## **How do you measure and report on SLAs and KPIs?**

We use a variety of tools and systems to measure and report on SLAs and KPIs, including performance dashboards, scorecards, and regular reports. These tools allow us to provide our clients with real-time updates on the performance of their accounting services and ensure that we are meeting their expectations.

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## **What are the costs associated with your services?**

The costs for our services vary depending on the level of service required and the complexity of your accounting needs. We offer customized pricing based on your specific requirements. We provide cost with up front breakdown and there will be absolutely no hidden costs whatsoever.



## GET IN TOUCH

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If you'd like to learn more, please reach out to us:

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