



**BistPro** for Financial Consulting & Integrated Business Solutions  
SavvyPro, Executive Arm

We offer our services with precision, delivered by professionals to achieve success, growth, and sustainability for our clients



## Who We Are?

At BistPro, we take pride in providing our services to you, working with passion and creativity to ensure that your goals are achieved with the highest level of quality and professionalism.

We believe strongly in the power of partnership and strive to offer solutions characterized by efficiency, excellence, and creativity, supported by the expertise of our specialized team.

We look forward to working with you and building a professional relationship based on mutual trust.

# Challenges Faced by SMEs

## 01 High Recruitment Costs

Hiring an accountant or a full-time accounting department requires paying salaries & other benefits such as health insurance and other allowances, which increases the financial burden on companies.

## 04 Limited Flexibility

Permanent accountants may not provide the necessary flexibility to meet changing or seasonal business needs, prompting companies to consider alternative solutions such as outsourcing.

## 02 Continuous Update Requirements

Accounting standards are constantly changing, which means that companies need to invest time and resources in continuously training their accountants to keep them updated on the latest standards.

## 05 Difficulty Retaining Top Employees

Top accountants often have multiple job opportunities, leading to higher employee turnover rates. Retaining qualified accountants within the company may require offering competitive benefits.

## 03 Lack of Skills and Expertise

Some markets suffer from a shortage of experienced and qualified accountants, making the process of finding the right employee difficult and time-consuming.

## 06 Reduced Focus on Core Business Activities

Hiring full-time accountants consumes significant time and effort from support functions that could be invested in other activities more important for growth and development.

# Our Solutions

BistPro combines extensive expertise and a commitment to quality to provide comprehensive and advanced accounting and financial consulting services.

We strive to enhance the financial management of our clients across various sectors while increasing their profits and reducing costs through the latest technologies.

Our team, consisting of elite financial and accounting professionals, offers specialized consulting and innovative solutions tailored to the needs of small and medium-sized enterprises, non-profit organizations, and startups.

With over fifty successful projects in Saudi Arabia and Jordan, we are dedicated to upholding the highest standards of quality and professionalism to support you in achieving sustainable financial success.



Cost Reduction



Expertise & Specialization



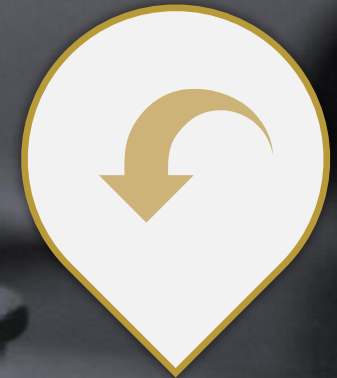
Focus on Core Business



Flexibility



Latest Technologies



Risk Mitigation

# Our Services

At BistPro, we are committed to delivering innovative and comprehensive solutions that meet the needs of our clients and help them achieve their goals.

We continuously strive to provide the highest levels of quality and precision through our specialized expertise across various fields, ensuring that our clients can focus on growing their businesses while we manage the aspects that enhance their operational and financial efficiency.


By relying on the latest methods and best practices, we aim to build long-term partnerships based on trust and excellence.

## Accounting Consulting Services



## Financial Consulting Services

**Bookkeeping & Accounting**  
Comprehensive accounting and financial solutions designed to meet the specific needs of all business types.



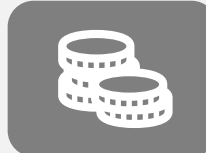
**Budgeting & Forecasting**  
Strategic forecasting services to effectively support decision-making and drive business growth.



**Financial Policies & Procedures**  
Customized solutions for developing financial policies and procedures that enhance business management efficiency.



**Cash Flow Projections**  
Innovative tools and strategies to enhance cash flow and ensure financial stability through improved forecasting.



**Financial Reporting & Analysis**  
Accurate and comprehensive reports and analysis for understanding the company's financial performance and making informed decisions.



**Financial Modeling & Business Valuation**  
Use the latest techniques for financial modeling and to determine the accurate value of businesses.



### Accounting and Bookkeeping Services

These services include accurately recording all financial transactions and providing comprehensive accounting reports that reflect the true financial position.

- 01 Cash & Bank Accounts**  
Managing bank accounts & cash liquidity, including bank reconciliations and cash flow analysis to enhance liquidity management.
- 02 Accounts Receivable (Clients)**  
We monitor invoices & customer balances to improve collections, enhance liquidity, and reduce the collection period.
- 03 Accounts Payable (Vendors)**  
Managing vendors accounts by organizing payments & reconciliations to ensure sustainable business relationships and enhance efficiency.
- 04 Inventory**  
Calculating the cost of goods sold or Cost of revenue by tracking costs & expenses to improve pricing strategies and increase profitability.



- 08 Financial Reporting & Analysis**  
Providing regular financial reports and analyses to support strategic decisions and enhance financial performance.
- 07 Payroll Management**  
Managing payroll accurately, including deductions and taxes, to ensure compliance and timely payments.
- 06 Tax Compliance**  
Ensuring tax compliance by preparing tax forms & returns, conducting tax analysis to minimize liabilities.
- 05 Fixed Asset Accounts**  
Managing fixed assets by recording them, calculating depreciation, and providing accurate reports on their values.

### Development of Financial Policies & Procedures

Developing operational manuals, including policies and procedures for financial management to enhance business efficiency and govern operational processes."

#### Transparency in Reporting

Providing accurate and reliable financial reports that support informed decision-making and ensure transparency with stakeholders.

#### Efficient Tax Compliance

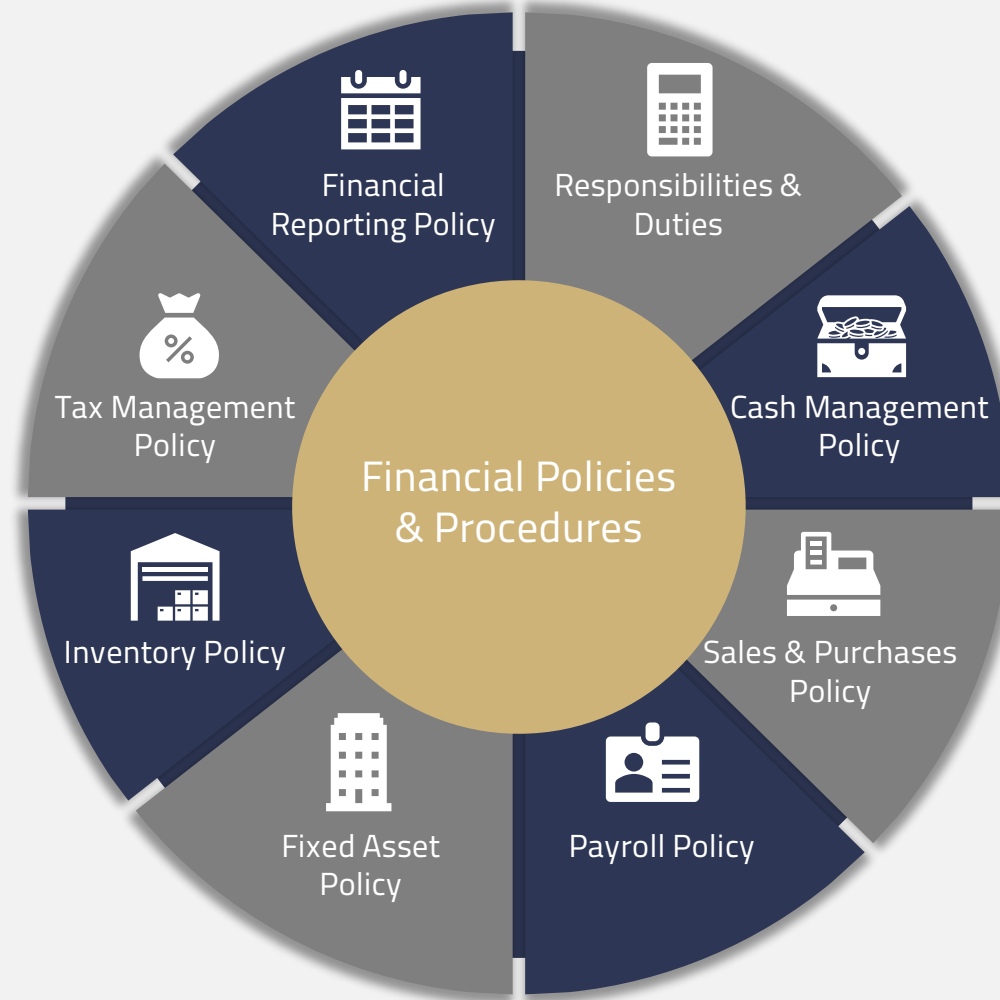
Ensuring compliance with tax regulations and legally minimize tax liabilities to avoid fines and penalties.

#### Inventory Management

Ensuring appropriate stock levels to meet demand without unnecessary excess that leads to increased costs.

#### Asset Management

Safeguarding and effectively managing fixed assets to ensure optimal use and extend their productive lifespan.



#### Clarity of Roles & Responsibilities

Clearly defining roles and responsibilities to avoid task conflicts and enhance transparency and accountability.

#### Maintaining Liquidity

Ensuring sufficient cash flow to sustain operational activities and minimize financial risks.

#### Streamlining Business Operations

Organizing sales and procurement processes to ensure profitability and provide favorable terms for suppliers and customers.

#### Accurate Payroll Management

Ensuring accurate and timely payment of salaries and benefits to maintain employee satisfaction and motivation.



### Financial Reporting & Analysis

Providing financial reporting and analysis services for companies using the latest data analysis techniques and tools, directly connecting with your decision-makers.

#### Cost and Expense Analysis

Analyzing how changes in financial variables such as interest rates or COGS affect the company's financial performance, along with a comprehensive analysis of all types of expenses.

#### Comparative Analysis

Comparing the company's financial performance over different time periods or against competitors to assess improvement or decline, along with providing strategic financial recommendations for growth and sustainability

#### Financial Ratio Analysis

Analyzing ratios such as profitability, liquidity, efficiency, and solvency to evaluate financial performance and the ability to meet obligations, while providing recommendations to clients for improving financial ratios that positively impact all stakeholders.



#### Operational Reports

Detailed reports on the financial performance of daily operational activities, including operating expenses, operating revenues, and profitability from core activities.

#### Profit and Loss by Department (Segment)

Detailed reports showing the performance of various departments or segment within the company, such as profits and losses for each department or business unit, helping to identify each department's contributions to overall profits.

#### Analysis of Actual Cash Flows

Reports reflecting the actual cash flows recorded over a specific period, excluding forecasts, to clarify cash movement in operating, investing, and financing activities. This includes professional recommendations and solutions for effective cash flow management.

## Budgeting & Financial Forecasting

Providing services for preparing budgets & financial forecasts through high-level analysis that incorporates the latest theories in financial analysis.

### Sales Budget

Estimating of expected sales based on historical trends and market analysis, used to set sales targets and plan production.

### Operating Budget

Estimating of the company's anticipated operating revenues and expenses over a specific period, used for planning daily activities and ensuring financial goals are met.

### Capital Budget

A financial plan outlining anticipated expenditures for long-term investments in assets, including cost estimates and expected returns, to guide resource allocation and strategic planning.

### Cash Flow Budget

Estimating of cash inflows and outflows over a specific period, aiding in liquidity management planning and ensuring sufficient cash availability to cover obligations.

### Production Budget

Estimating of the production quantities needed to meet sales projections, including the costs of raw materials, labor, and other associated production expenses.

### Master Budget

A budget that consolidates all types of other budgets (operational, capital, cash flow) to provide a complete picture of the company's expected financial performance over a specified period.

### Financial Forecast

Estimating of the company's future financial performance, including revenues, costs, profits, and cash flows, based on economic assumptions and market trends.

### Capex Budget

A financial plan dedicated to funding capital expenditures for long-term assets, such as equipment and buildings, detailing cost estimates and expected returns on investment.

## Cash Flow Projections

Providing services for preparing cash flow forecasts by developing fully customized financial tools based on your operational needs.



### Operating Cash Flow Projections

We provide you with accurate insights into expected revenues and expenses from core operational activities, helping you enhance daily operations management and avoid liquidity issues.



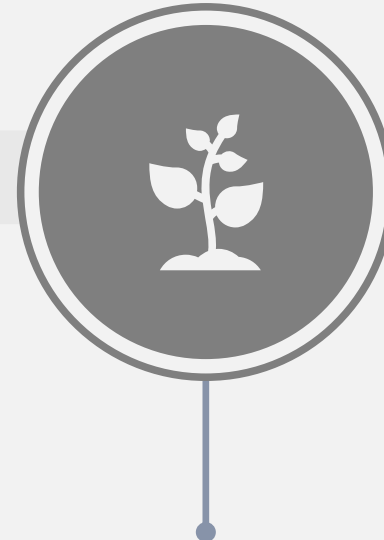
### Investment Cash Flow Projections

We assist you in estimating the impact of investments in fixed assets or new projects on cash flows, enabling you to make informed investment decisions that support the company's operational activities.



### Financing Cash Flow Projections

We provide estimates of cash flows related to financing activities, such as loans and stock issuances, helping you plan for managing funding needs and repaying obligations.



### Seasonal Cash Flow Projections

We provide analyses that consider seasonal impacts on your cash flows, helping you adapt to seasonal fluctuations and manage expenses and revenues effectively.



### Surplus or Deficit Cash Projections

We assist you in determining whether you will experience a cash surplus or deficit, enabling you to take necessary actions to secure funding or strategically invest any surplus.

## Financial Modeling & Business Valuation

Financial modeling and valuation significantly contribute to achieving your financial goals and expansion strategic plans.



### Discounted Cash Flow

An analysis used to evaluate a company, project, or investment by assessing the present value of expected future cash flows.



### Sensitivity Analysis

Assessing how sensitive an investment is to changes in influencing factors.



### Scenarios Analysis

Evaluating potential future outcomes by analyzing how changes in key variables may impact your outcomes.



### Merger or Acquisition Analysis

Assessing the appeal of a merger or acquisition and providing recommendations for suitable solutions for the company.



### Raising Capital Analysis

Evaluating the anticipated effects of raising capital via debt or equity financing.

## Why BistPro?

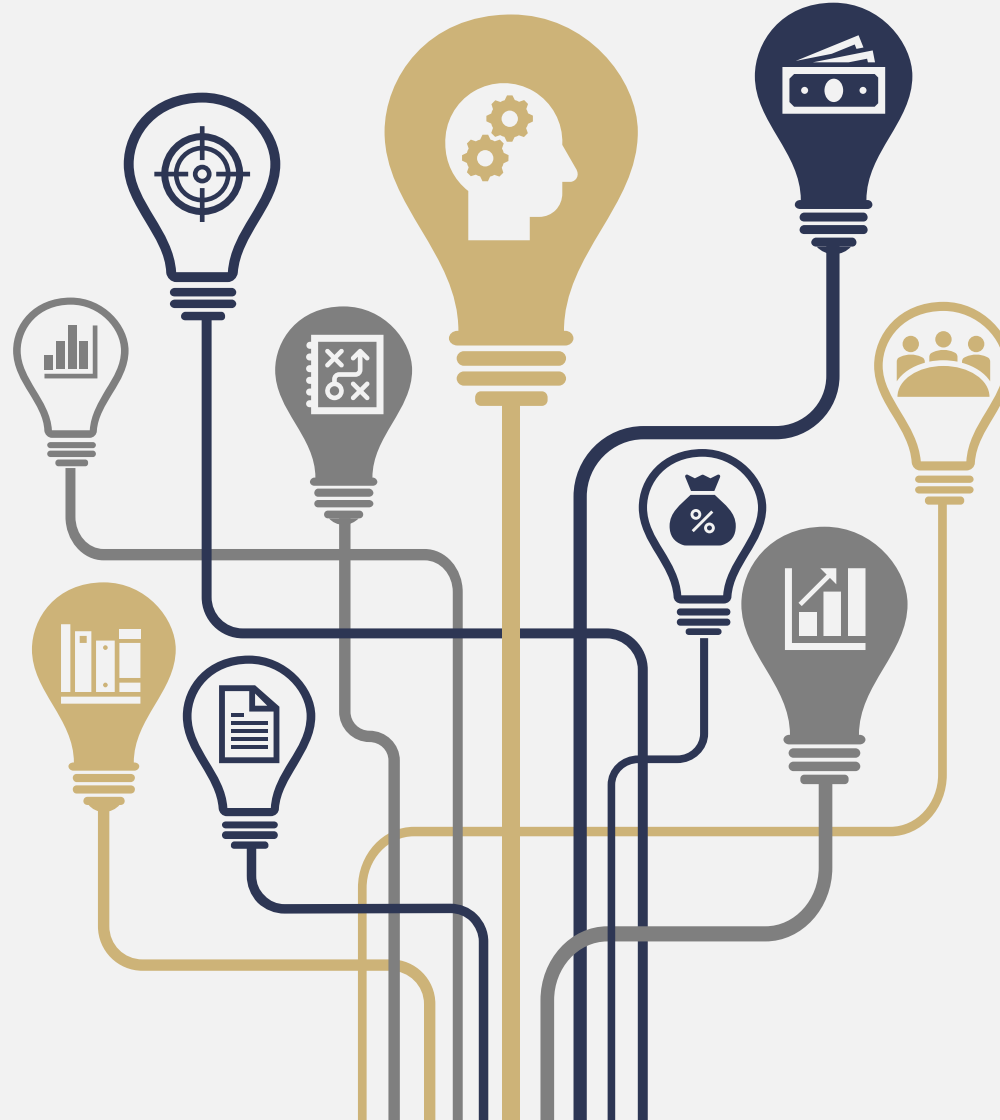
By joining “BistPro for Financial Consulting and Integrated Business Solutions,” you ensure a trusted partner that supports you in achieving your financial goals and contributing to your sustainable success.

We are committed to providing innovative financial solutions that help you improve financial performance and enhance your competitive edge in the market.

**01** Accurate & Professional Financial Data Analysis  
Our specialized consultants provide precise and comprehensive analyses of your financial data, helping you understand your company's financial performance.

**03** Comprehensive Financial  
Our consultants prepare regular financial reports, including income statements and balance sheets, providing you with clear insights into your company's financial position without the need for permanent staff.

**05** Financial Planning and Management  
Providing with strategies for developing budgets and monitoring financial performance, helping to improve resource utilization and ensure the achievement of your company's financial goals.



**02** Compliance with Standards & Internal Controls  
Ensuring your compliance with accounting standards and local and international regulations. Our implementation of internal control procedures safeguards your interests and minimizes risks.

**04** Providing Strategic Financial Consultations  
Analyzing financial trends and offer strategic recommendations to enhance operational efficiency and reduce costs, supporting the growth and sustainability of your business. Our expert insights help you make informed decisions that align with your long-term objectives.

**06** Risk Management & Quality Assurance  
Assessing financial risks and develop strategies to manage them effectively. Furthermore, we conduct due diligence to ensure the quality and transparency of your financial data. Our focus on risk mitigation and quality control safeguards your business.

## Understanding Your Needs Accurately

We fully recognize that each client has unique needs and challenges that require tailored solutions.



### Continuous Interaction

- ✓ Starting with a precise understanding of your needs through meetings with all relevant parties.
- ✓ We ensure active listening and continuous interaction with all stakeholders in your company throughout the workflow to ensure that no details affecting the quality of work execution are missed.



### Customized Business Analysis

- ✓ Conducting a preliminary analysis of your company's financial situation, starting from your needs analysis to internal processes.
- ✓ In-depth analysis allows us to provide solutions specifically designed to meet your company's needs.



### Designing Tailored Solutions

- ✓ Based on the analysis, we design customized solutions that address your current and future needs.
- ✓ We rely on best practices and international standards to ensure the delivery of high-quality service.



### Implementation of Solutions

- ✓ We don't stop at providing solutions; we continuously monitor the implementation process to ensure the desired objectives are achieved.
- ✓ We strive to provide ongoing support to adjust solutions in line with any changes that may arise in your needs.



### Customer Satisfaction

- ✓ Our success is measured by your satisfaction. Your satisfaction with our services is the key to our success.
- ✓ We are committed to delivering innovative and tailored solutions that enhance your experience and support you in achieving your goals.

## Cost Reduction



- ✓ Lower employee costs, including salaries and wages and other benefits.
- ✓ Reduce expenses related to hiring permanent staff.
- ✓ Save on space and equipment costs for employees.
- ✓ Request services as needed.

## Expertise & Specialization



- ✓ Consultants specialized in various fields.
- ✓ Consultants with extensive experience in multiple areas.
- ✓ Providing innovative insights and solutions.
- ✓ Team management led by specialized experts.

## Focus on Core Activities



- ✓ Concentrate on your company's core activities.
- ✓ Allocate more resources to the company's primary operations.
- ✓ Focus on growth and innovation.
- ✓ Save time and effort spent on the financial department.

## Flexibility in Service



- ✓ Your accounting and financial needs evolve as your business grows.
- ✓ We can easily expand or scale down our services based on your requirements.
- ✓ Providing complete flexibility to meet your changing needs and demands.

## Latest Technologies



- ✓ We use the latest accounting software and financial tools.
- ✓ Analyzing financial data with innovative and modern techniques.
- ✓ Analytical tools ensure data is processed efficiently and securely.
- ✓ Careful selection of accounting and financial software.

## Risk Mitigation



- ✓ Specialized consultants well-versed in the latest accounting standards & compliance requirements.
- ✓ Reducing potential errors, fines, and penalties.
- ✓ Operating in accordance with applicable laws and ensuring their implementation helps minimize risks.



# Our Team

We take pride in our managing partners and executive team, which consists of a group of professional consultants specializing in accounting and financial consulting.

Each member of our team brings extensive experience and specialized skills, ensuring the delivery of innovative and effective financial solutions.

Together, we strive to provide the highest levels of service and dedication to meeting our clients' needs, leveraging our expertise and experience to ensure the achievement of shared goals.

## Management Team

The management team has extensive experience in accounting and financial consulting, ensuring the delivery of innovative and effective solutions.



**Mahmoud Salameh**

Bachelor in Accounting,  
Masters of Business  
Administration, MBA  
Financial Modeling & Valuation  
Analyst, FMVA  
Certified in International Financial  
Reporting Standards, CertIFRS



**Hassan Haddad**

Bachelor's Degree in Accounting  
International Public Sector  
Accounting Standards Certification,  
IPSAS  
International Financial Reporting  
Standards Certification  
Member of the Saudi Authority of  
Accredited Valuers

## Executive Team

The management team has extensive experience in accounting and financial consulting, ensuring the delivery of innovative and effective solutions.

### Abdullah Akkela

Abdullah Akkela is an experienced financial consultant with seven years of expertise in financial management across diverse sectors. He holds an MBA from Roma Tor Vergata University and a Bachelor's degree in Accounting from Al-Zaytoonah University of Jordan. Abdullah excels in financial reporting, budgeting and forecasting, financial analysis, accounting management, cash flow management, and bookkeeping.

Throughout his career, he has successfully worked in various industries, including hospitality, non-governmental organizations, and business consulting services. He is known for his strategic acumen and exceptional precision in implementing comprehensive financial strategies that enhance organizational success.

With a strong foundation in financial management and a steadfast commitment to achieving results, Abdullah is poised to make a positive impact in any professional environment.

### Mohammad Ajlouni

Mohammad Al-Ajlouni is a financial consultant with over 19 years of experience in financial reporting, financial analysis, budgeting and forecasting, and accounting management. He holds a Master's degree from the New York Institute of Technology (NYIT) and a Bachelor's degree from Al-Hussein Bin Talal University.

Throughout his career, Mohammad has worked in multiple sectors, including consulting services and transportation, where he has provided exceptional financial advisory and consulting services. He is renowned for his financial analysis skills and accurate financial reporting, as well as his ability to create budgets and financial forecasts that enhance the financial performance of organizations.

Mohammad's diverse and deep experience in providing financial consulting makes him a valuable addition to any team striving for financial and organizational success.

### Hala Abu AlSamid

A financial consultant with seven years of experience in the finance sector. She holds a Bachelor's degree in Finance from the American University of Beirut and is a Certified Financial Analyst in financial valuation modeling, FMVA. She has passed Level I of the Chartered Financial Analyst (CFA) exam.

Hala has developed a solid expertise and a deep passion for financial and strategic planning, financial modeling, and collaboration to implement business strategies.

Her career spans various sectors, including Software as a Service (SaaS), education, consulting, and retail, where she is valued for her strategic approach and ability to execute comprehensive financial plans that enhance the success of companies.

Her proficiency in financial modeling and scenario analysis enables her to provide valuable insights and recommendations, supporting informed decision-making.

## Executive Team

The management team has extensive experience in accounting and financial consulting, ensuring the delivery of innovative and effective solutions.

### Mahmoud Melhem

Mahmoud has six years of experience in account management, bookkeeping, and improving financial processes.

He holds a Bachelor's degree from the Middle East University and specializes in bookkeeping, bank accounts, reconciliations, fixed asset management, inventory monitoring, as well as handling accounts receivable and payable and related party accounts, and implementing Enterprise Resource Planning (ERP) systems.

His extensive experience in these areas ensures accurate recording of financial transactions, precise financial reporting, and effective management, making him a carefully selected member of our team.

His commitment to excellence and keen attention to detail guarantee the enhancement of your financial processes and the confident and effective achievement of your financial goals."

### Mais Disi

Mais is a leading financial consultant with seven years of exceptional experience in managing financial affairs across diverse sectors.

She holds a Bachelor's degree from the University of Jordan and is a Certified Management Accountant (CMA). Mai has developed extensive expertise in financial reporting, financial analysis, accounting management, cash flow management, bookkeeping, and implementing (ERP) systems.

Through her work in various industries, Mais has successfully managed financial operations with high efficiency. Her exceptional ability to analyze complex financial data and her proficiency with ERP systems are key factors contributing to the accuracy of financial reports and the effectiveness of budgeting.

Her commitment to excellence and meticulous attention to detail make her an ideal choice for providing financial consulting services to any company.

### Loie Douhal

Loie Douhal is a talented professional who completed his studies in Mechanical Engineering at the University of Jordan. He also earned a certification in Data Analysis and Interactive Dashboard Development from Luminus University. Loie excels in creating innovative business solutions tailored specifically to meet our clients needs, utilizing advanced statistical and mathematical methods.

His strong analytical skills and a keen understanding of business processes enable him to identify inefficiencies and develop effective strategies for improvement. With a passion for leveraging data to drive decision-making, Loie is adept at transforming complex data sets into clear, actionable insights through interactive dashboards.

Loie's commitment to excellence and continuous learning positions him as a valuable asset in BistPro and for its clients.



# Looking forward to partnering with you!

Your success is our success, and we are here to  
support you every step of the way.

