



Folsom Ready Mix

<http://folsomreadymix.com/>

Engagement Summary:

Evoco Partners and Pinnacle Consulting (www.gregodenthal.com) were engaged by Folsom Ready Mix, Inc. (FRM) to perform a proforma financial forecast for use in its strategic planning process. It was quickly determined that the financial reporting needed to be enhanced to provide consistent and meaningful information to aid in decision making. As such, Evoco and Pinnacle leveraged their financial and operational knowledge to implement a standard chart of accounts based upon industry standards for ready-mixed concrete. The two firms worked hand in hand to deliver standalone financial reporting and activity based cost reporting for each of FRM's business units. The result was that FRM had better visibility into their strategic goals and with the new general ledger structure, FRM is better able to gain insight into their financial performance.

Client Perspective:

Evoco and Pinnacle greatly assisted us in our strategic planning process. They provided thorough insight into processes and strategies that would improve our operations and financial performance. The work they performed realigning our QuickBooks reporting significantly improved the visibility of our financials. Evoco and Pinnacle's knowledge and professionalism made this engagement run smoothly and they worked seamlessly with my team. Our company is satisfied with the value they delivered and we highly recommend their services.

Best regards,

Scott Silva
President and CEO