

## SAGETECH AVIONICS

ArightCo accounting and human resource services eliminated in-house overhead costs, while streamlining and optimizing operations



### AT A GLANCE

#### Challenges

- Avoiding in-house infrastructure and overhead costs
- Searching for Director level services
- Seeking comprehensive back-office solution

#### Benefits

- Optimized Workflow
- Streamlined Operations
- Knowledgeable Professionals
- COVID-19 Relief and PPP Loan Forgiveness Support

### BUSINESS OVERVIEW

Sagotech Avionics is an aerospace technology company, empowering safe flight in unmanned aircraft with situational awareness solutions built from mission-critical transponders, software, and related technologies.

### CHALLENGE

Sagotech Avionics was born in 2019 - taking advantage of seasoned products, intellectual property, assets, and talent acquired from the successful division of an otherwise struggling aerospace company. Sagotech Avionics wanted to establish an accounting team that would work well with their business objectives. The goal was to keep infrastructure costs at a minimum while maintaining a high level of productivity and efficiency. Hiring in-house accountants and a controller was an expensive hassle they wanted to avoid, however, they required a reliable professional to fill their "Director of Finance" role, along with a knowledgeable team of accounting and human resources professionals.

### THE SEARCH

Sagotech board members had a prior relationship with ArightCo's CEO and were familiar with our comprehensive range of services. ArightCo's reputation among Sagotech's board instilled confidence in their executive team and the ability to utilize a specific lead contact from ArightCo in place of an in-house "Director of Finance" was especially beneficial - despite not being a traditional full-time position.



*"Utilizing ArightCo's accounting and human resource services has created value for Sagotech Avionics in multiple dimensions: reducing costs, improving the breadth of skills available to our leadership team, and eliminating non-core tasks from our daily calendars."*

**Tom Furey | CEO & Board Member**

Sagotech Avionics



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### SOLUTION BENEFITS

#### Optimized Workflow

Sagotech takes advantage of ArightCo's accounting, payroll, and administrative HR services. The previous entity, Sagotech Corporation, utilized QuickBooks Enterprise (paying vendors directly from the platform) and ADP, which had become outdated. An updated solution was required. Katie and the ArightCo team identified QuickBooks Online, Gusto, Bill.com, Expensify, and other modern tools as more appropriate for accommodating a business of this size. By curating a modernized software suite, Sagotech saw increased efficiency in their day-to-day operations - ensuring full focus remained on their core business.

#### Streamlined Operations

By utilizing ArightCo's services, Sagotech's accounting and structural workload is virtually nonexistent. The ArightCo team handles set-up and daily tasks, eliminating the responsibility of managing the influx of transactions. Initial administrative HR tasks are also taken care of, such as creating an employee handbook, onboarding procedures, payroll processes, and reporting requirements. Additionally, ArightCo's accounting services include paying vendors, maintaining Quickbooks, managing transactions, and invoicing customers, allowing Sagotech to concentrate their internal resources on the most crucial aspects of their operations.

#### Seasoned Professionals

Sagotech has access to an extensive team of accounting and HR professionals, all while saving between 30-50% on cost when compared to an in-house team. These savings come from the ability to avoid common drawbacks of hiring an in-house employee (ie. benefits packages, bonus structure, PTO, etc) resulting in greatly reduced overhead.

#### COVID-19 Support

During the COVID-19 pandemic, ArightCo worked with Sagotech to secure two rounds of PPP funding in addition to administrative back-end tasks, including documenting forgiveness for these funds.

### WHAT WE CAN DO FOR YOU

Let ArightCo optimize your workflow - as we did for Sagotech Avionics. ArightCo can offer your company a comprehensive range of back-office services, allowing you to concentrate internal resources on the most crucial aspects of your operations. Our services reduce your costs by 30-50% when compared to employing a full-time in-house accounting or HR professional. Contact us to schedule a time to assess your needs and curate a plan that works for you.

### ABOUT ARIGHTCO, INC.

Founded in 2008, ArightCo specializes in meeting the needs of both small and medium size businesses - including Series Seed, Series A, and Series B startups that do not have the resources or desire to build their own Finance or HR teams. Our team of professionals have experience in everything from everyday accounting to modeling investor reports. A trusted financial partner who works with you every step of the way. Join our list of success stories!