



Brass Ring Capital



The Client

Brass Ring Capital is a private investment firm focused on addressing equity and liquidity needs of businesses such as Franklin Energy, a company that specializes in providing energy efficiency programs and services for utilities. Brass Ring focuses on facilitating the organizational transformation of their investments to improve performance and profitability.

Pain Points & Challenges

- Franklin Energy processes and systems were not scalable to support revenue growth goals.
- Manual and inefficient processes hampered operations to effectively execute and support day-to-day business management such as extended / difficult Month-End Closing

Pragmatek Solutions

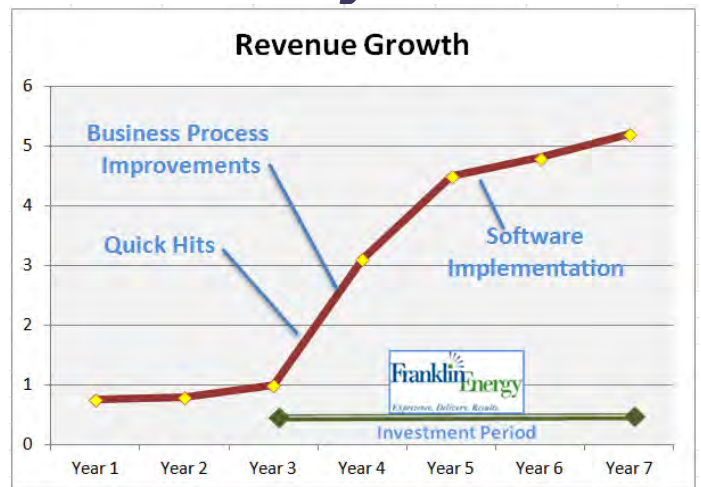
- Aligned Business Processes and Technology to optimize Business Portfolio performance and grow revenue:
 - Identified and implemented Future State processes to support growth and provide operational efficiency
 - Evaluated, selected and implemented software tools to eliminate manual and inefficient processes to improve operations

The Payoffs

Scalable systems and processes contributed **5x Revenue Growth**

Infrastructure that supported growth led to **Profitable Sale Of Company**

50% Reduction in Month End Close Cycle Time



From the Client



“Our growth plans for Franklin were challenged by processes and systems that were not scalable. Pragmatek stepped in, improved our processes and supplied project management expertise for a new ERP system that facilitated achievement of our growth goals. Their results oriented approach was invaluable to our success.”

- David J. Raffel, Brass Ring Capital, Inc.