ROSS FINTECH GROUP

BUSINESS PROPOSAL · CONFIDENTIAL

The numbers are done by day three.
The board package takes until day twelve.

An AI-assisted reporting, budgeting and board-package service that turns the trial balance your finance office already produces into board- and audit-ready FASB or GASB statements — without new software, new staff, or a system migration.

PREPARED FOR

College & university finance offices

PREPARED BY

Dr. James Ross, Owner & Lead Analyst
Ross FinTech Group, LLC · Columbia, SC

FRAMEWORK

FASB (private) / **GASB** (public)
September 2026

What we do every day

Our core work is financial reporting, budgeting and variance analysis for organizations that have outgrown spreadsheets but don't need — or can't fund — a larger finance department. AI does the heavy lifting; a finance professional reviews every deliverable before it leaves our desk.

- Monthly, board-ready **FASB & GASB** financial statements
- Net-asset / net-position roll-forwards, endowment schedules, functional-expense matrix
- President & board-of-trustees **dashboards**
- Budget building and **budget-vs-actual** variance monitoring
- AI-assisted report writing — with human sign-off on every number

Dr. James Ross

OWNER & LEAD ANALYST

Doctorate in Business Administration, M.S. Finance, B.S. Accounting. More than 20 years of financial forecasting, planning and reporting across **higher education**, healthcare, government and corporate finance — including serving as a higher-ed budget director, leading a financial system conversion, building executive reporting dashboards, and creating and managing over **$2 billion in budgets**. CFP Capstone complete; FINRA SIE. Teaches finance and economics at South Carolina colleges.

20+ yrs
in higher-ed and public-sector finance, reporting and budgeting

$2B+
in budgets built and managed across complex organizations

Days
not weeks — from clean trial balance to board-ready package

Why a finance firm built a reporting tool for colleges.

Because the pain in a college finance office isn't the accounting — it's the reporting last mile after the accounting is done. We built for that, from the inside.

02 · THE GAP IN THE FINANCE OFFICE

The close is done. The reporting isn't.

Your team can have the books closed and the trial balance clean by the first week of the month. Then the reporting last mile — the part that adds no accuracy, only format — eats another week or two.

Adjusted trial balance
Clean, by day 3–5

→

Rebuild in Excel → Word
Statements, many drafts

→

Roll-forwards & tie-out
By hand, error-prone

→

Board package — late
Day 10–12, redone on every change

Where the days actually go

- **The monthly board package** — a hard, recurring deadline that swallows days of assembly and re-drafting.
- **Fund-accounting schedules** — net-asset roll-forwards, releases from restriction, endowment spending, functional-expense allocation — slow and error-prone by hand.
- **Statement assembly & tie-out** — moving numbers Excel-to-Word across drafts, reconciling every version. Enterprise tools do this, priced far above a mid-sized institution.
- **Downstream filings** reuse the same numbers — ED composite score, Form 990, IPEDS Finance, NACUBO-Commonfund, Single Audit.

WHY THIS HAPPENS EVERYWHERE

The tool stops at the trial balance. Your ERP produces the data; it doesn't assemble the board-ready statements.

The work is invisible. Assembly and formatting are unbudgeted, unglamorous, and land on whoever is closest to the deadline.

Thin staffing. An open seat or a hiring freeze means the package competes with everything else on the controller's desk.

50%
of finance teams still take 6+ business days to close & report; 27% take more than a week[1]

9 in 10
run the close in Excel — half say it's a key reason the process is slow[1]

<40%
of close & reporting activity is automated at the typical finance team[1]

1. Ledge, 2025 Month-End Close Benchmarks Report (ledge.co); as reported by CFO.com, 2025.

03 · WHAT THE RESEARCH SAYS

The pressure is real. The shift is already underway.

Published figures, not our projections. Sources are listed at the bottom of the page.

THE PRESSURE ON COLLEGE FINANCE OFFICES

At least 15 states proposed or enacted cuts to public higher-education funding in 2025, alongside an enrollment "cliff" and federal research reductions (~$18B at NIH) — tightening budgets across the sector.[2]

1 in 5 (21%) higher-ed business & finance staff say they are likely to seek a new job within a year; two-thirds want remote flexibility their role doesn't offer — a real retention and staffing risk.[3]

Half of finance teams take 6+ business days to close and report, and **9 in 10 still run it in Excel** — the reporting last mile is slow almost everywhere.[1]

Finance professionals spend just **25% of their time on analysis** — 42% goes to gathering data and 33% to administering the process. The talent you have is stuck producing, not interpreting.[6]

THE SHIFT TOWARD AI-ASSISTED REPORTING

Only 6% of finance teams use AI for forecasting and reporting today, while **59% plan to adopt** it — a wide, still-open gap.[4]

~35% projected annual growth in AI for financial planning & analysis through 2034 — the direction of travel for the whole function.[4]

$3,000–$12,000 / month is the typical fractional-finance engagement this model replaces or augments — a fraction of a hire or an enterprise platform.[5]

25%

of finance professionals' time is spent on analysis — the rest is data-gathering and process[6]

94%

of business spreadsheets used in decisions contain errors — the case for automated tie-outs[7]

6% → 59%

finance teams using AI today vs. planning to — the underserved opportunity[4]

1. Ledge, 2025 Month-End Close Benchmarks Report (ledge.co), as reported by CFO.com (2025). 2. The Pew Charitable Trusts, "Higher Education's Uncertain Fiscal Future" (Nov 2025), pew.org. 3. CUPA-HR, 2025 Higher Education Employee Retention Survey — Business & Finance Workforce (cupahr.org). 4. Market.us, AI in FP&A market analysis (2024), as compiled in Ross FinTech market research. 5. Fractional-CFO pricing benchmarks, Eightx & Pilot (2025–2026). 6. Association for Financial Professionals & APQC, FP&A time-allocation survey (430+ professionals). 7. Poon et al., "spreadsheet error" literature review, Frontiers of Computer Science (2024).

04 · WHAT IT COULD MEAN FOR YOUR OFFICE

The same board package — a week sooner, with the ties done.

We don't touch your close. We take the reporting last mile — the part measured in days of formatting — and turn it into minutes, with every cross-check done automatically.

Reporting last mile	Typical manual effort	With Ross FinTech
Statements (SoFP / SoA or Net Position / SRECNP)	Hours of Excel-to-Word rebuilding, multiple drafts	**Generated from the trial balance in minutes**
Net-asset / net-position roll-forward	Half a day, hand-built and manually tied	**Computed and reconciled automatically**
Functional-expense matrix	Half to a full day of allocation	**Computed; column totals tie to the statements**
Board package (format, PDF, deck)	1–2 days; redone on every late change	**One click; regenerates instantly**
Budget-vs-actual & variance	A separate manual workbook	**Live, direction-aware, with encumbrances**
Errors	Hidden in manual copy-paste	**Surfaced by built-in tie-out checks**

What faster turnaround actually unlocks.

When the package is ready on day 4 instead of day 12, leadership gets numbers while they're still actionable — and your team's hours shift from **producing** the report to **interpreting** it. That is the higher-value seat, and it's the one that's hardest to hire for right now.

WHAT WE NEED FROM YOU

A recent **adjusted trial balance** (Banner, Workday, or any export)

Your **prior-year audited statements** (to match your exact line items)

Your **chart of accounts**

How you should judge this

Not on the promise — on the prototype. Give us one recent trial balance and we'll hand back your statements, dashboards and board package built on your own numbers. If it isn't faster and cleaner than your current process, you've lost nothing but one export.

05 · THE SERVICE

We become your reporting last mile.

No new software for your team. No change to your ERP. No new hire. You hand us the trial balance; we hand back a board-ready package — and you sign off on every number.

1 · Intake	→	2 · Map	→	3 · Generate	→	4 · Review	→	5 · Deliver	→	6 · Monitor
Trial balance Secure export from your ERP		**AI mapping** Accounts → statement lines, approved once		**Statements** FASB/GASB + schedules, tied out		**You sign off** Dashboards + AI analyst		**Board package** One-click PDF / Excel		**Budget vs actual** Variance through the year

1. **Data intake.** You send a recurring trial-balance export, or we agree a simple secure hand-off. The file is processed in the browser; your data stays your data. We sign a data-use agreement and never sell, share, or retain it beyond the engagement.
2. **AI mapping, approved once.** Our model proposes how each GL account maps to the right statement line for your framework. You review and approve; the map is saved, and every future trial balance formats instantly — GL-level only, never student data.
3. **Statements & schedules.** Statement of Financial Position / Net Position, Statement of Activities / SRECNP, cash flows, roll-forwards and the functional-expense matrix populate and tie out, with every cross-check flagged.
4. **Review & interpret.** You review the numbers with the board dashboard and the built-in AI analyst — which proposes, but never changes anything without your approval. You remain the reviewer and the sign-off.
5. **Board-ready delivery.** One click assembles the full package — cover, dashboard, statements, schedules and a tie-out summary — as PDF and Excel, ready for the president and trustees.
6. **Budget monitoring.** Build the original and revised budget and track budget-vs-actual all year — original, final, actual, variance — with encumbrance and available-budget tracking for public institutions.

What your team does

Send the trial balance. Review and approve the numbers. Present to the board.

What your team does not do

Learn new software. Rebuild statements in Excel. Hand-tie roll-forwards. Migrate systems.

What you keep

Your ERP, your data, your auditors, and full ownership of every statement and schedule we produce.

06 · THE PILOT

One trial balance. One board-ready package. Then you decide.

We propose a defined pilot with your own numbers and a clear decision point — so the question at the end is "how much time did it save," not "will it work."

Scope	One monthly (or year-end) reporting cycle for your institution, in your framework — FASB or GASB
Input	One recent adjusted trial balance, your prior-year statements and chart of accounts
Deliverable	Full board-ready package — statements, roll-forwards, functional-expense matrix, dashboard and tie-out summary (PDF + Excel)
Baseline	Your current turnaround time and last board package, for side-by-side comparison
Confidentiality	GL-level data only, processed in-browser; mutual data-use & confidentiality agreement; nothing retained beyond the pilot
Investment	Structured to be discussed in person; designed so you evaluate results, not promises

SUCCESS IS DEFINED AS

A board-ready package produced **faster than your current process**, tied out and framework-correct.

Every figure **traceable back to your trial balance** and reviewable by your team.

Your controller's verdict that it **saves real time** against the last mile.

Ways to work together

Reporting
Statements & board package

- Monthly FASB/GASB statements from your TB
- Roll-forwards & schedules
- President & board dashboard
- One-click board package

Reporting + Budget
Most popular

- Everything in Reporting
- Budget build (original & revised)
- Budget-vs-actual & variance
- Encumbrance tracking
- Functional-expense matrix

Fractional Finance Office
Full support

- Everything in Reporting + Budget
- Hands-on monthly prep & review
- Audit-prep & PBC support
- Filing-ready figures (990, IPEDS, composite)

Engagements are scoped to each institution's size and needs; a fixed monthly fee is proposed after a brief scoping call. Ross FinTech Group, LLC provides financial reporting, preparation and analysis services and is not a CPA firm; we do not perform audits or issue attestation opinions — we complement your auditors and existing systems.

See it on your own numbers.

Send one recent trial balance and we'll return your statements, dashboards and board package built on your institution's real figures — no obligation, and you keep the output.

Dr. James Ross · Ross FinTech Group, LLC · Columbia, South Carolina
info@rossfintech.com · **803-707-1763** · **rossfintech.com**

How to start

1. **A 20-minute call.** We learn your framework (FASB or GASB), your ERP, and where your reporting time goes today.
2. **A free prototype.** Send one recent trial balance; we return your statements, dashboards and board package on your real numbers — no obligation.
3. **A scoped pilot.** If it saves time, we run one reporting cycle with a baseline and a clear decision point.
4. **Ongoing partnership.** Choose the engagement tier that fits — from board reporting to a full fractional finance office.