

Case Study: Fractional CFO Solution for a Maryland-Based Boutique IP Law Firm

Client Type: A Service-Disabled Veteran-Owned Small Business (SDVOSB) & Minority Business Enterprise (MBE) Firm

Industry: Legal Services

Location: Maryland, United States

Engagement Partner: Harava Group Inc.

Service: Fractional CFO & Financial Strategy Solutions

Client Background

The client is a Maryland-based boutique intellectual property (IP) law firm providing specialized legal services in patents, trademarks, copyrights, and IP portfolio management.

As both a Service-Disabled Veteran-Owned Small Business (SDVOSB) and Minority Business Enterprise (MBE), the firm represents an expanding portfolio of entrepreneurs, research institutions, and technology companies.

With increased growth and multi-state client operations, the firm needed to strengthen its financial management infrastructure—ensuring compliance, strategic insight, and readiness to access capital for future expansion.

Engagement Overview

Harava Group was engaged as the firm's Fractional Chief Financial Officer (CFO) to deliver a comprehensive financial management solution tailored to a boutique legal environment. The engagement covered:

- Preparation of monthly, quarterly, and annual financial statements
- Corporate tax return preparation and tax planning for the firm and CEO
- Payroll processing and HR compliance oversight
- Access-to-capital advisory for working capital loans and commercial lines of credit

Challenges Identified

Prior to Harava's engagement, the firm's rapid growth outpaced its internal financial structure. Key challenges included:

- Inconsistent financial reporting and limited management-level analysis
- Fragmented payroll and HR compliance processes
- Lack of integrated tax planning, resulting in inefficiencies for both firm and owner
- Limited access to financing, due to incomplete financial documentation and forecasts

These challenges hindered leadership's ability to make timely, data-driven business decisions.

Harava Group's Solution

1. Financial Reporting Framework

Harava implemented a disciplined reporting process that delivered clarity and timeliness.

- Prepared monthly, quarterly, and annual financial statements consistent with GAAP.
- Automated reconciliations and established closing checklists.
- Introduced performance dashboards/KPIs tracking revenue by client and service categories, client, and cost drivers.

2. Tax Strategy and Compliance

Harava's tax team developed a comprehensive business and personal tax strategy.

- Prepared corporate tax filings and optimized deductions, depreciation, and credits.
- Provided annual tax projections to manage cash flow and minimize liabilities.
- Implemented tax planning strategies leveraging QBI deductions and tax saving strategies.

3. Payroll and HR Compliance

- Oversaw biweekly payroll processing, ensuring accuracy and timely submissions.
- Conducted a compliance review addressing employee classifications, filings, and labor standards.
- Developed HR documentation templates for onboarding and employee records.

4. Growth Capital and Financing Advisory

Harava assisted leadership in developing the firm's financial readiness for external financing.

- Prepared loan-ready financial packages (financials, forecasts, and supporting schedules).
- Supported applications for working capital loans and commercial lines of credit.
- Delivered financial projections to demonstrate business sustainability to lenders.
- Assists firm to receive government credits



Results & Impact

Area	Before Harava	After Harava's Engagement
Financial Reporting	Ad hoc and delayed reports	Monthly and quarterly GAAP reports within 10 days of period close
Tax Strategy	Limited planning, high annual liabilities	Integrated firm + CEO planning, optimized deductions

Area	Before Harava	After Harava's Engagement
Payroll & HR	Inconsistent compliance	Fully compliant, automated payroll cycle
Capital Access	No financing readiness	Secured commercial line of credit and improved liquidity

Overall Impact:

- Reduced financial reporting lag by 55%
- Enhanced compliance readiness across HR and accounting
- Achieved measurable tax savings and improved liquidity
- Positioned the firm for scalable growth and long-term sustainability

Client Testimonial

"Harava Group helped us move from reactive accounting to proactive financial leadership. Their fractional CFO support gave us the structure, insight, and access to capital we needed to grow with confidence."

— Managing Partner, Maryland-Based IP Law Firm

Conclusion

Through its Fractional CFO solution, Harava Group delivered measurable financial transformation for a leading SDVOSB and MBE law firm. By integrating financial reporting, tax strategy, HR compliance, and growth capital advisory, Harava positioned the firm for operational excellence and sustainable expansion.