

# ReSourcePhoenix.com Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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# **Abstracts**

ReSourcePhoenix.com Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between ReSourcePhoenix.com and its competitors. This provides our Clients with a clear understanding of ReSourcePhoenix.com position in the Industry.

The report contains detailed information about ReSourcePhoenix.com that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for ReSourcePhoenix.com. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The ReSourcePhoenix.com financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-



term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes ReSourcePhoenix.com competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of ReSourcePhoenix.com business.

#### About ReSourcePhoenix.com

ReSourcePhoenix.com provides outsourced financial and management reporting, accounting management, transaction processing and record keeping services. The Company allows its clients to focus on their core businesses by outsourcing the infrastructure and operations of these critical back-office functions. The Company offers its clients access to enterprise resource planning software applications, which often are too costly and complex for early stage and middle market companies to obtain and operate.

#### Offerings

The Company's Financial Outsourcing service, formerly referred to as ReFOCOS, is a solution that includes reporting, accounting, transaction processing, budgeting and analysis solutions. The Company targets its Financial Outsourcing service to early stage and middle market companies. The Company performs the accounting, transaction processing and management reporting functions for its clients. The Company also manages the applications, related databases, hardware, communications network and infrastructure. The Company's primary focus is to target early stage and middle market companies.



The Company's S.T.A.R. services are similar to its Financial Outsourcing services, but are designed to provide investor services to sponsors of limited partnerships and real estate investment trusts. In addition to technology implementation and management, the company performs a full range of investor services including transfer agency, call center, distribution processing, tax and other reporting.

M.A.R.S. is a sales force automation software application aimed at the mutual fund and variable annuity industries. The Company currently licenses its M.A.R.S. software to clients who operate the software using their own staff and equipment. The Company also markets M.A.R.S. as a hosted application in which its clients can outsource to the company several functions, including database management, call center services, telemarketing services and sales transaction processing.

The Company currently markets its M.A.R.S. software and services to the mutual fund and variable annuity industries, money management firms and banks that sponsor mutual funds. The Company markets its S.T.A.R. service to sponsors of limited partnerships and real estate investment trusts.

#### Clients

As of December 31, 1999, the company had 50 clients with signed service contracts or letters of intent, including 47 unaffiliated clients and three clients that are affiliated with Phoenix Leasing. Of the unaffiliated clients, 23 were Financial Outsourcing clients, 10 were M.A.R.S. clients and 14 were S.T.A.R. clients.

#### Competition

Application service providers: The Company's potential competitors include application service providers such as US Internet working, NaviSite, Oracle and Corio.

Accounting firms: The Company's potential competitors include PricewaterhouseCoopers LLP, KPMG LLP, and Ernst & Young LLP

Software and systems integrators: The Company's potential competitors, include EDS, Perot Systems, Andersen Consulting and PricewaterhouseCoopers LLP.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need



**2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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#### **ANALYSIS FEATURES**

#### **SWOT Analysis**

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

#### **Enhanced SWOT Analysis**

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

#### **PESTEL Analysis**

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



#### Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

#### IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

#### **Porter Five Forces Analysis**

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

#### **VRIO Analysis**

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



# Reputation

# Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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