



WHALESMARK
SETTING YOUR MARK

Whalesmark Consultants

Company Profile

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Company Introduction

Company Introduction

Our Vision & Mission

Introduction

At Whalesmark, our purpose is to provide you value addition in every aspect of business operation leading to high drive in Profits and Prosperity of Corporate World. Whalesmark Consultants are committed to provide finest consulting services to your business for driving towards it's envisioning future through our Top-Notch business strategies and plans. Whalesmark is on a mission of providing its client's remarkable pieces of consultancy services. Its services are much précised and accurate, making it to the point. Whalesmark is endeavoring to provide all the strategic and operational gaps for its clientele by gathering resources and applying real-life data in its services.

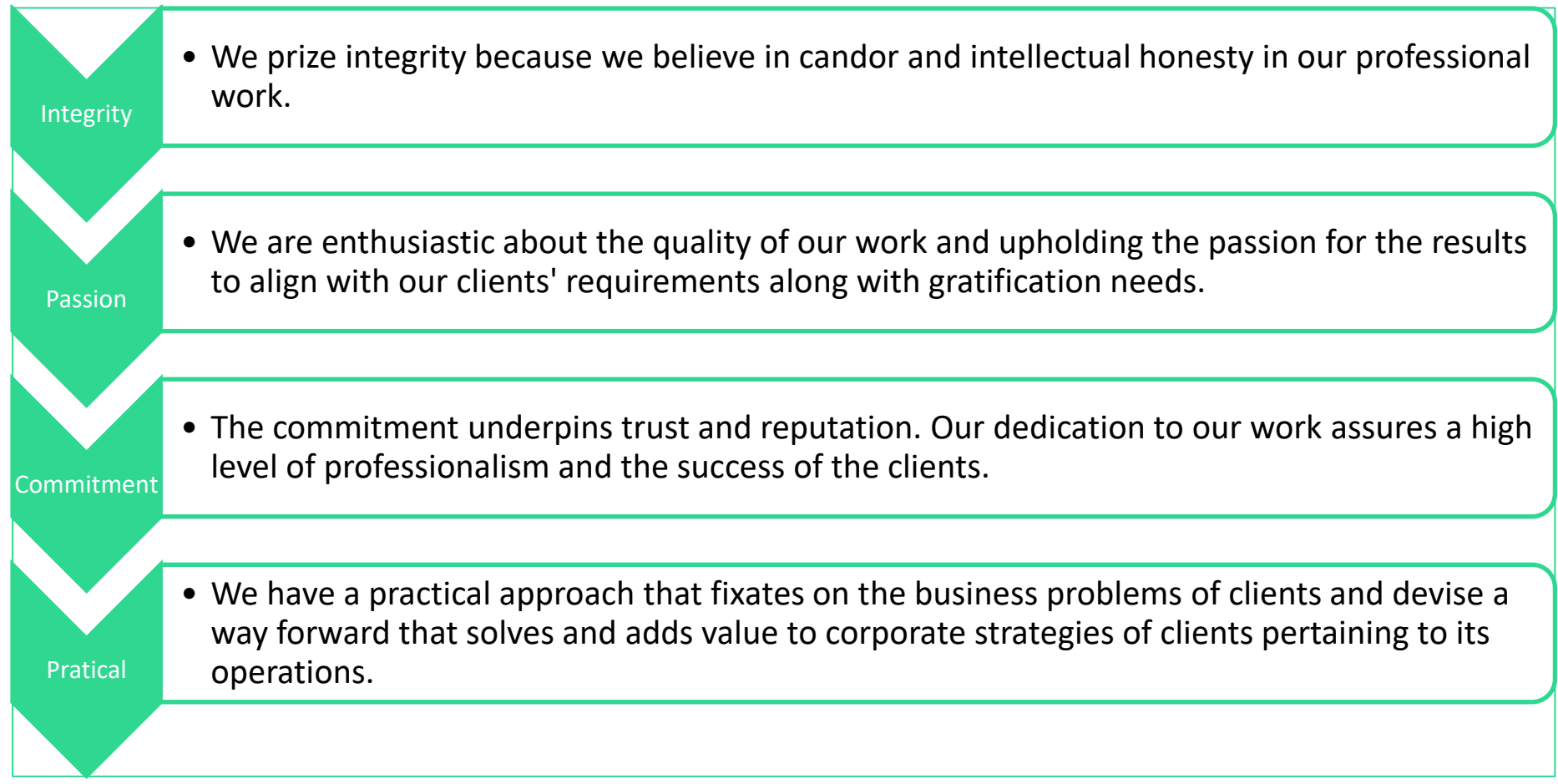
Vision

Whalesmark is envisioned for clients' serenity for establishing long term relationship by recommending exceptional solution in accordance with high quality services benchmarks and bringing revolutionary transformation in our clientele's operations with adaptability of reactive changes in business environments.

Mission

We are poised to help our clients by offering innovative and top-notch solutions that creates value addition in its brand positioning with set of attributes of competencies, technicalities, expertise, efficiencies, cooperate and professional services, leading to digital transformation.

Core values:

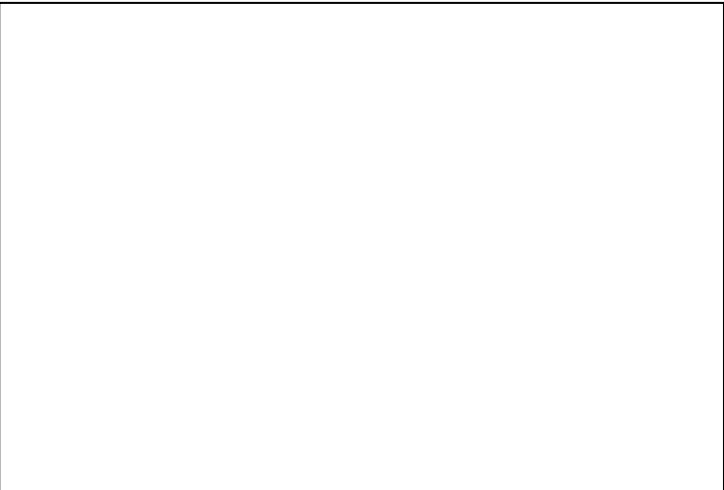




Service Line Hierarchy

Service Line Hierarchy

Our Service Lines						
Business Planning Services	Financial Modelling Services	Business Process Outsourcing Services	Business Advisory Services	Risk Management	Tax Advisory Services	IT Advisory
Startup Business Planning	Three Statenebt Financial Projections Modelling	Accounting and Financial Services	Policies and Procedures Development	Enterprise Risk Management	Tax Planning	ERP Planning
Internal Business Planning	Discounted Cashflow DCF Modelling	Supply Chain Management	Business Process Re-engineering	Internal Audit	Corporate Income Tax	Customize ERP Development
Strategic Business Planning	Budget Modelling	Sourcing and Procurements	Business Process GAP Analysis	Contract Compliance Services	Sales Tax	ERP Implementation
Operations Planning	Forecasting Modelling	Human Resource Management		Stock Taking Services	Other Tax Related Matters	
Growth Planning	Consolidation Modelling	Corporate Secretarial Affairs		Fixed Asset Verification		



Business Planning Services



Business Planning Services

Startup Business Planning

- Before starting a small venture or a regular/large-sized business, a business plan becomes a need. Whalesmark provides you a business plan that effectively covers both small and large size businesses. These business plans make it easy for the Clients to manage resources more efficiently and effectively.

Internal Business Planning

- The internal business plan evaluates the external scenario (competition, potential, need, market) and then tabulates an overall variance rate to calculate and devise the strategy that a business needs to follow. It translates into decisions related to hiring, technical costs, growth and evolution. Whalesmark uses industry benchmarks for recommending best strategies for internal planning that fits best with the overall corporate strategy in short and long run as well.

Strategic Business Planning

- Strategic planning is a systematic process for developing an organization's direction. Whalesmark Consultants helps articulating the objectives and actions required to achieve that future vision, and outlines metrics for measuring success for its clientele through its finest quality of deliverables.

Operations Planning

- Whalesmark assist in developing and organization to adopt operational Plan for the implementation of strategies contained within strategic Plan which provide clear picture of their tasks and responsibilities in line with the goals and objectives contained within the Strategic Plan.

Growth Planning

- Whalesmark engagement in Growth planning leads to enabling Business stakeholders to plan and track organic growth in their revenue. It allows businesses to allocate their limited resources toward a centered effort to adapt to changes in the industry driven by digital disruption and differentiate from competitors.



Financial Modelling Services



Financial Modelling Services

Three Statement Projections Modelling

- Our three-statement model compiles your balance sheet, cash flow statement, and income statement into a single financial model. Whalesmark Consultants have modeling presets gained from significant modeling experience that ensure quick and accurate triple-statement analysis and modeling.

Discounted Cashflow DCF Modelling

- Whalesmark Consultants have expert valuation techniques that can be sure that our client will always obtain an accurate value of their investments based on cash flows in the future. Whalesmark use accurate discount rates to provide precise investment values obtained from a robust cash-flow model.

Budget Modelling

- Our Budgeting Models are designed to be based on monthly or quarterly figures and focus heavily on the income statement. This type of modelling is used for our clients and budgeting professionals in financial planning & analysis (FP&A) to get the budget together for the coming year(s).

Forecasting Modelling

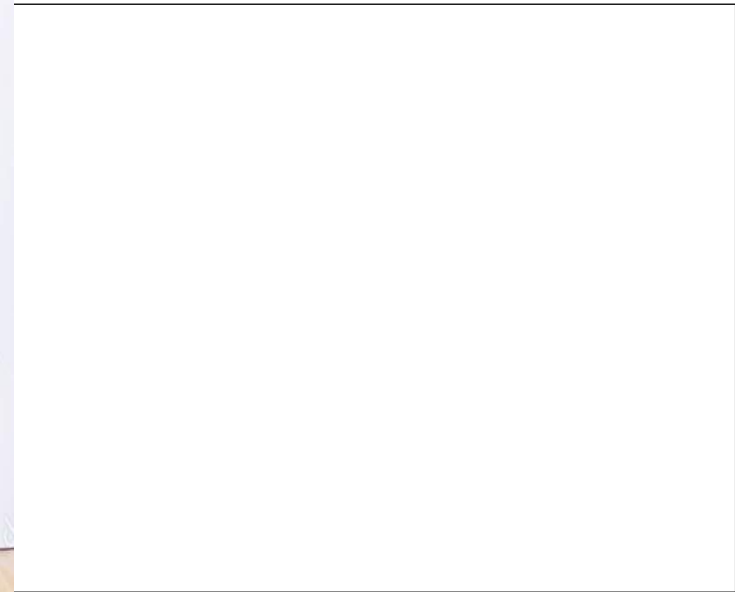
- Our Forecasting Models are designed to be based on monthly or quarterly figures and focus heavily on the income statement. This type of modelling is used for our clients and budgeting professionals in financial planning & analysis (FP&A) to get the budget together for the coming year(s).

Consolidation Modelling

- Whalesmark Consultants are specialized in consolidating of multiple financial models of different Business Units as single model.



Business Process Outsourcing Services



Business Process Outsourcing Services

Accounting and Financial Services

- Transform your finance and accounting business processes outsourcing with Whalesmark Consultants. We help our clients not just reduce their costs but improve compliance and responsiveness to business needs. Whalesmark offer process-specific service level agreements and focus on our clients' business outcomes, with a team of seasoned finance and accounting professionals. Our key areas of professional services include:
 - Procure to Pay
 - Order to Cash
 - Record to Report

Supply Chain Management

- Whalesmark Consultant provides a comprehensive range of supply chain services, including:
 - Planning & Forecasting
 - Inventory Management
 - Logistics Management
 - Supply Chain Data Management
 - Demand Management
 - Replenishment Services
 - Supply Planning

Budget Modelling

- Whalesmark Consultants provides clients a flexible set of procurement outsourcing options, custom configured to meet their specific needs. From end-to-end procurement outsourcing to point solutions like category management, strategic sourcing and Procurement operations

Human Resource Management

- Whalesmark Consultants manage some or all of human resources tasks Pertaining to Human Resource Management. Its services cover a broad spectrum of services, from day-to-day HR functions to long-term, strategic initiatives. Some of those services include:
 - Payroll Administration
 - Recruiting
 - Administration
 - Performance Management
 - Risk Management and Workplace Safety
 - Employment and Labor Law Safety

Corporate Secretarial Affairs

- Whalesmark prepares legal structures and regulatory processes with including full compliance by seeing SECP requirements. Some of the Corporate Secretarial Services in following ways;
 - Compliance of statutory forms and return filings.
 - Resolutions for appointments/resignations of board members and officers
 - Preparing minutes for general and extraordinary meetings of shareholders
 - Support with the incorporation of new companie
 - Ensuring full compliance with rules relating to inbound foreign investment



Business Advisory Services

Business Advisory Services

Policies and Procedures Development

- Establishing clear and consistent policies and procedures is a key factor for operating a successful organization. Our experts and experienced team can assist you to build policies and procedures from scratch due to changes in your business or a newly enacted regulatory requirement or you may just need to update or enhance existing policies and procedures due to changes within your business environment.

Business Process Re-engineering

- Business process Re-engineering is implemented by Whalesmark Consultants which caters to improve output of product and services, quality and reducing cost. Main process which Whalesmark deals in written below;
 - Define and analyze the current state of the business/Organization
 - Identify the key areas and redesign
 - Develop benchmarked process flow
 - Implementation and monitor of business process re-engineering

Business Process GAP Analysis

- Whalesmark Consultants assists its clientele in identifying the process Gaps compared with industry benchmark practices and provide better industry centered practices recommendations possessing enhanced efficiencies and risk mitigation.



Risk Management Services



Risk Management Services

Enterprise Risk Management

- Whalesmark Consultants have expertise of Implementing an ERM program which requires a phased approach, with critical steps and deliverables comprising each phase. The implementation process varies by organization size, project timeline, available resources, and risk optimization goals.

Internal Audit

- Whalesmark helps in Internal auditing which involves objective assurance and consulting activity designed to add value and improve an organization's operations in implementation of internal control by covering.
 - COSO Internal Control Framework
 - Compliance Audit
 - Quality Assurance Reviews
 - Risk assessments

Contract Compliance Services

- Whalesmark Consultants help its clients through its Contract compliance services to identify financial misreporting and reset the compliance baseline underpinning contractual relationships with business partners. Whalesmark Contract Advisory practice can help with software licensing, royalties, licensing, resellers and distributors, advertising agencies, and more. Our services include:
- Royalty Reviews
- Distribution Reviews
- Vendor Reviews
- Ad Agency Contract Compliances

Stock Taking Services

- Whalesmark Consultants is specialized in Stock Auditing, Physical Status Reporting, Stock Reconciliation, Inventory Valuation, Assistance for Inventory Coding and Categorization and Inventory Accounting through the following stock verification methods;
- Periodic Verification
- Perpetual Stock Verification
- Annual Stock Verification

Fixed Asset Verification

- Whalesmark Consultants is specialized in verifying Fixed Asset Physical Existence, Fixed Asset Tagging, Correct Asset Evaluation and updating of Fixed Asset Register as per Technical Release-06 issued by Institute of Chartered Accountants of Pakistan.



Tax Advisory Services

Tax Advisory Services

Tax Planning

- Whalesmark provides innovative tax solutions in respect of Direct and indirect taxes for sophisticated and complex transactions of our clients. These services include:
 - Formulation of corporate and individual tax planning strategies
 - Preparation / reviewing of monthly / quarterly tax provision calculations based on information provided by the taxpayers
 - Advising on applicability of taxes on transactions & admissibility to tax benefits or exemptions

Income Tax

- *Whalesmark provides expert solutions for annual income tax in accordance with Income tax ordinance rules with due competence for our clients.* These services include:
 - NTN Registration with Federal Board of Revenue for Income Tax
 - Filing Annual Income Tax Returns (Individual, AOP and Company)
 - Submission of Wealth Statements
 - Filing Withholding Tax Statements
 - Assistance in going through Audit conducted by Federal Board of Revenue
 - Monitoring Withholding Tax Obligations
 - Handling Statutory Notices from Tax Authorities
 - Availing Tax Exemptions and Concessions in Tax Laws
 - Obtaining Confirmations, Clarifications and Permissions from the Tax Authorities
 - Performing as E-Intermediary
 - Preparation and Payment of Electronic Challan
 - Advisory on day-to-day tax issues faced by the clients
 - Filing of Appeals before Tax Authorities, Appellate Tribunal and ADRC
 - Assistance in obtaining Tax Exemption certificates
 - Tax Accounting and Bookkeeping

Sales Tax

- Whalesmark provides expert solutions for annual income tax in accordance with Income tax ordinance rules with due competence for our clients. These services include:
 - Sales Tax Registration with Federal Board of Revenue
 - Filing Monthly Sales Tax Returns
 - Filing Withholding Tax Statements
 - Assistance in going through Audit conducted by Federal Board of Revenue
 - Monitoring Withholding Tax Obligations
 - Handling Statutory Notices from Tax Authorities
 - Availing Tax Exemptions and Concessions in Tax Laws
 - Obtaining Confirmations, Clarifications and Permissions from the Tax Authorities
 - Preparation and Payment of Electronic Challan
 - Advisory on day-to-day tax issues faced by the clients
 - Filing of Appeals at all levels
 - Tax Accounting and Bookkeeping

Other Tax Related Matters

- Handling of notices issued by the assessing officers in respect of income tax and sales tax
- Representation before the tax assessing officers on behalf of clients for finalizing assessments
- Representation before the appellate authorities
- Refund matters related to sales tax
- Advisory on interpretational issues in the Income Tax Ordinance, 2001 and Sales Tax Act, 1990 along with rules



IT Advisory Services

IT Advisory Services

ERP Planning

- Whalesmark brings a business-aligned view of *ERP implementations*. We help our clients map the risks and opportunities of **ERP solutions**, including lifecycle impacts. This collaborative approach to choosing the right solution and its lifecycle planning proactively accommodates short and long-term business goals, planning for change, and mitigates risk while ensuring higher ROI from such projects.

Customized ERP Development

- Whalesmark is among top notch custom ERP Software Development Companies that deliver perfect enterprise solutions, focusing on your business success. Use our advanced ERP systems and increase your company efficiency. These services includes:
 - ERP Development Consulting
 - ERP System Development
 - Enterprise Automation Applications Development
 - ERP Customization
 - ERP System Support and Maintenance
 - ERP System Enhancement

ERP Implementation

- Whalesmark Consultants implement a team-based approach because a diverse set of skills maximizes success. We have team members and partners with advanced expertise in the disciplines required for successful ERP implementation: application, technology & architecture, process management, change management and project management.



Our Leadership

Our Leadership

Our leadership team has a proven track record of successfully developing and commercializing knowledge base and overcome the market gaps in service industry that result in optimization of profitability in its client business. At the same time, they've demonstrated their ability to drive its clientele value and built Whalesmark Consultants into an advisor of choice. The following individuals comprises Whalesmark Consultants core team:



FAIZAN SHABBIR

CEO

WHALESMARK CONSULTANTS



RAFI MALKANI

PRINCIPAL BPO- US REGION

WHALESMARK CONSULTANTS



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Our Credentials

Credentials

We have conducted various nature assignment on multiple Clients. Some of our noteworthy clients are as follows:

A & F Enterprises Private Limited

Fexim International Private Limited

Creative Giants LLC

Al Raheem Weavings

ThinkGate Advertising Private Limited

Adanac Inc Canada

Ausum Advertisers

Unique Property Management

Industry Served

The following list, while not all-encompassing, provides a helpful overview of the industries represented in our client base:





Contact Us ---

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