



**HAC MANAGEMENT GROUP, Inc.**

Strategic and Management Solutions

HAC Management Group, Inc.

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#### **Who we are:**

We know that companies and diverse organizations drive the growth and development of a nation. For that reason, it is important to have professionals with the necessary skills to make decisions that create social and economic value within any company. HAC Management Group, Inc. It is a company with international reach with private equity with highly qualified professionals and combined experience of more than 100 years of combined experience in international business management.

#### **Quality Policy.**

HAC Management Group, Inc., is a company dedicated to the management of companies with a global focus with headquarters in the city Orlando in the State of Florida-USA and regional offices in Dallas, Texas-USA, Lima-Perú, Bogotá-Colombia, México DF, Italy and San Juan-Puerto Rico. We are committed to achieving customer satisfaction and operational effectiveness and efficiency and have adopted the following objectives at all levels of the organization:

- ⇒ Establish a mutually beneficial relationship with each of our clients through the fulfillment of their expectations.
- ⇒ Be at the forefront of new trends in the search, selection and evaluation of personnel, through the training of your staff and our customers.
- ⇒ Compliance with the legal requirements in which our activity is framed.
- ⇒ Commit to the management of efficiency and operational effectiveness and continuous improvement, with a global approach with the participation of all our professional staff and our clients.

#### **Mission**

We offer consulting in business management, designing and implementing successful solutions with tangible benefits, from a global and multidisciplinary approach, through our extensive experience and our own work methodology, focused on complete adaptation to the needs and requirements of each company. At HAC Management Group, Inc. We are committed to improving the efficiency and operational effectiveness of our customers, and the community they serve, offering the best service, ethical responsibility, quality, confidentiality and value.

#### **Vission**

Position ourselves internationally as a business management company that is distinguished by the provision of specialized, innovative and high value-added services that meet the needs of our customers, creating valuable and lasting relationships.



## Values

**ETHICS.** Professional ethics govern the behavior of the team of consultants involved in the different services, which is demonstrated through their responsibility and attitude during the performance of their work activities.

**RESPECT.** In our company we recognize the importance of respecting the diversity of ideas and opinions and understanding the ways of being and interests of others, to achieve a harmonious interaction with our customers and environment.

**HONESTY.** Honesty guides all the actions of our company in front of our customers, authorities and the general population. We value justice, truth.

**QUALITY.** In our company we understand quality in an integral way; we are not only committed to excellence in the results we achieve, but also to efficiency, proactivity and punctuality during the provision of our services.

**INNOVATION.** We continuously strive to improve and diversify our service proposal that allows us to meet the needs of our customers and position ourselves better and better in the national market.

**CONFIDENTIALITY.** At HAC Management Group, Inc., we guarantee the protection and confidential and secure handling of all information provided by our customers.



### What is business management?

In a very brief way, the examples of business management refer to the control and administration of all activities related to the generation of value and commercial exchange of a company. Also known by its acronym **BPM (Business Process Management)**, business management consists of a methodology that promotes good business practices through technological integration, helping better decision making.

In this sense, good business management is one that seeks to continuously improve business processes through constant evaluations through different types of indicators and performance analysis systems that generate productivity reports.

### What are business processes?

Business processes are a set of interrelated tasks that are carried out in a specific sequence by the different areas that are part of a company, seeking to achieve specific objectives and that are the basis for its development. Therefore, under a certain logic, these processes cause the resolution of a problem or a productive action, thus improving the performance of a company.



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## Strategic and Business Management Services

In HAC Management Group, Inc., we have designed a Business Management Administration model that has as its purpose; the development of new markets, the development of companies, in addition to maximizing efficiency and financial and operational effectiveness, for all our clients, this as a result of the interaction of the components of the Organization: People, Processes and Management, through the integration of sustainable work models, having as a principle and final purpose to allow organizations to achieve their objectives and goals with the greatest effectiveness and ensuring quality, through the use of strategic approaches, tools and corrective actions for the solution of problems.

The Business Management Consulting service has been created to ensure and sustain the processes of growth and continuous improvement of our clients' business models. This service covers five thematic areas: Strategic Planning, Process Improvement, New Market Development, Organizational and Human Resources Management, and Accounting and Finance Operational Management.

**Business Management:** we offer business advice, through our administrative services. In order that the effectiveness and organizational efficiency of companies are enhanced to the excellence of each area and over the organization.

Using a strategic analysis, where it is evaluated and compared. Working time, contribution margin and other differentiated processes; According to the needs or demands of our customers. Our services include but are not limited to:

*Organizational Model:* Every company contains an organizational structure, which is often not respected or modified. Without considering the factors and circumstances of the organization; Therefore, it is always advisable to review before performing a deeper analysis, about the administration in an entity.

*Project Management:* Nowadays every company needs project management, both to avoid financial risks and to improve business management. Therefore, a fixed deadline is established to carry out the project and a common objective, for all areas. The same ones that will be led by each headquarters, with an established budget. Both for administrative expenses, accounts payable, accounts receivable, financial expenses and human talent.

*Process Management:* It is necessary to evaluate the different processes and seek continuous improvement, through the administrative methodology we apply. Supporting organizational communication and suggesting procedures based on the experience and circumstances of each area.

*Human Talent Management:* It is essential to know the human talent in companies. Both in achievement of objectives, as well as development of competencies within the entity. Therefore, a proven tool capable of developing human capital through its performance and potential is analyzed and applied; Through our Business Administration Services

*Budget Analysis:* An entity from the moment of its constitution must make a budget. Since it is the only way to know if your commercial or service activity is viable; Where the detailed income and expenses are considered meticulously, through a projected cash flow in the required time. In case you are running the process. It is important to evaluate it to know if it is meeting the projected objectives. Or if it really merits making changes for the benefit of the company.

*Monthly Management System:* It is meritorious to control the different rules and procedures stipulated by the organization. In order to comply with the internal regulations, monitoring and reporting on the developments found; At the time of visits to the operational, administrative, marketing and accounting areas. Our goal will be to satisfy the needs of customers, through an Integral Administration. Providing timely personalized support so that the goals set as an Organizational Model can be met.

**Franchising:** A franchise is a license-based business model. That is, a brand gives a business the possibility of using and marketing on its behalf. Our services include but are not limited to:

- Franchise Development
- Business Valuation
- Development of Territories
- Accounting (Payroll, bookkeeping)
- Training and recruitment of personnel



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**Accounting:** Service accounting is the type of accounting approach used by companies specializing in the service sector. It includes accounting related to expenses incurred in providing a service and income received. We take care of your financial, accounting and tax needs so you can focus on growing your core business. Our services include but are not limited to:

- Compliance with tax obligations.
- Regularization of previous years.
- Electronic invoicing
- Management of procedures.
- Issuance of financial statements.
- Tax diagnostics.
- Control of budgets or inventories.
- Bookkeeping.
- Payroll.

**Human Resources:** We are an alternative for hiring external personnel for companies with our specialized services in human resources. With HR services for business, you'll have less to worry about at work every day and more time for other business operations like sales, marketing, or product development. Our services include but are not limited to:

- Administrative management of personnel.
- Recruitment and selection of personnel.
- Training and professional development.
- Labour relations.
- Prevention of occupational risks (OHS)
- Performance evaluation.
- Social benefits.
- Workforce planning.

**Development of International Markets:** Once the company has selected the market or markets towards which it will direct its international expansion strategy, it will move on to the phase of choosing the form of entry. The decision will depend on the type of product or service to be exported, the financial commitment that the company is willing to assume, as well as the level of control and coordination of international operations. Our services include but are not limited to the development of:

- Intensive growth strategies.
- Integrative growth strategies.
- Diversified growth strategies.
- Market leadership strategies.
- Market challenge strategies.

The different methods of entry are determined according to the nature of the control that can be exercised over the distribution channel, over the products and brands that are marketed in the destination country.

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## CONTACT US:



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