One Phone Call. One Partner.

How SDV Medical and Office Systems unlocked growth capital with Spara at its side

THE CLIENT

SDV Medical and Office Systems

Service-Disabled Veteran-Owned Small Business (SDVOSB) providing medical equipment and office furnishings to the VA, DoW, and BIA

AT A GLANCE

FOUNDED
By Tyler Whisnant and his father, Dan Whisnant — built around ensuring Veterans and Military personnel have access to the best facilities and care possible

THE CONNECTION
Tyler was one of Chris Rawlings' star students — years later, he called his former professor for a referral

THE CHALLENGE
Contracts required funding substantial purchases well before customer payment

THE CONSTRAINT
Equity was off the table — veteran ownership was essential to SDVOSB status

SPARA'S ROLE
Fractional CFO, embedded accounting, capital strategy, and leadership development

SERVICES USED

- Fractional CFO
- Accounting & bookkeeping
- Payroll
- Capital & banking strategy
- Investor & lender communication
- Financial infrastructure build
- Finance Essentials training
- Veteran scholarship partnership

THE BOTTOM LINE

SDV brought exceptional execution. Spara brought clarity and capital.

THE BEGINNING

The relationship between Spara and SDV Medical and Office Systems began years before SDV was founded. Tyler Whisnant had been one of Chris Rawlings' star students as an undergraduate. Years later, when Tyler and his father, Dan, started SDV Medical and Office Systems, Tyler called his former professor looking for a referral to an accounting firm.

As Chris learned more about the business, it became clear that SDV needed more than traditional accounting and tax services. The company needed financial leadership, better financial infrastructure, and access to capital to support its growth. Chris offered the referrals — and also told Tyler about Spara. The conversation continued over coffee, and a partnership began.

THE CHALLENGE: GROWTH REQUIRED CAPITAL

SDV was exceptionally good at executing. The leadership team understood its customers, knew how to win opportunities, and knew how to deliver. The challenge was financing those opportunities. As a relatively new and thinly capitalized company, SDV could win significant contracts — but large vendors were unwilling to extend sufficient credit, often requiring payment before they would begin fulfilling an order.

A single contract could require SDV to fund substantial purchases well before receiving payment from the customer. And the obvious answer for most growing businesses — selling equity — was not an option: maintaining veteran ownership and control was essential to SDV's status as a Service-Disabled Veteran-Owned Small Business.

> *The opportunities were there. The challenge was finding the capital to execute them — without giving up the ownership that defined the company.*

THE SPARA SOLUTION

Spara worked closely with SDV's leadership to develop creative ways to access the capital its rapidly growing contract volume demanded. Rather than relying on a single funding source, Spara helped SDV evaluate and structure financing involving banks and private investors — while protecting the ownership structure required to maintain SDVOSB status.

But accessing capital was only part of the solution. A significant part of Spara's value was helping SDV's leaders learn to speak the language of business — accounting and finance. SDV's leaders were experts at execution. Spara helped them translate that operational success into the financial language banks, investors, and other partners needed to hear: margins, cash requirements, forecasts, working capital needs, and growth opportunities.

SDV already had a tremendous success story.
Spara helped the team tell that story in financial terms.

THE PARTNERSHIP, PHASE BY PHASE

Phase 1 • The Referral That Became a Partnership

What started as a former student's call for an accounting referral became a conversation over coffee — and the realization that SDV needed financial leadership, not just bookkeeping. Spara stepped in with fractional CFO, accounting, and payroll services from the early days.

Phase 2 • Creative Capital Access

Spara helped SDV structure financing through banks and private investors without touching the ownership structure that protected its SDVOSB status — removing the single biggest constraint on the company's ability to execute the contracts it was winning.

Phase 3 • Speaking the Language of Business

Spara coached SDV's leaders to communicate their operational success in financial terms. Instead of simply telling a bank the company was growing rapidly, leadership could support that story with financial information, forecasts, and a clear explanation of how additional capital would fuel increasingly larger opportunities.

Phase 4 • Building Financial Capability — and People

As SDV scaled, Spara provided the financial infrastructure to support a much larger organization — and kept investing in its people. Spara mentors key SDV leaders, and the two organizations co-sponsor Finance Essentials scholarships that make professional development available to veterans.

THE OUTCOMES

Constraint removed — access to growth capital eliminated the biggest barrier to executing the contracts SDV was winning

Rapid, sustained scale — with capital, communication skills, and infrastructure in place, SDV's revenue multiplied many times over

Ownership protected — every financing solution preserved the veteran ownership and control central to SDV's mission and status

Fluent financial leadership — SDV's leaders now tell their growth story in the language banks and investors understand

People developed — ongoing mentoring, professional development, and co-sponsored scholarships that extend opportunity to veterans

A SHARED MISSION

At the heart of SDV's mission is a commitment to serving veterans while building an organization that creates opportunities for and invests in its people. That philosophy has shaped whom the company serves — and how its leadership approaches growth, culture, and the development of its team.

Spara shares that belief. The partnership has evolved beyond accounting and finance: it is also about developing leaders and creating opportunities for others. Perhaps the strongest alignment between the two organizations is their shared conviction that successful businesses should do more than generate financial results — they should develop people.

THE TAKEAWAY

Winning business creates opportunity. Executing creates results. But rapid growth requires capital, financial clarity, and the ability to communicate the story behind the numbers. From a former student calling his professor for an accounting referral to a company operating at national scale, the SDV story shows what happens when exceptional execution is combined with financial leadership — and a commitment to developing people.

> *"Spara swiftly grasped the nuances of our business model and aided us in crafting a compelling communication strategy, ensuring potential investors and financial institutions understood our vision and potential."*
>
> **— Dan Whisnant, Co-Founder, SDV Medical and Office Systems**

"Engaging with the Spara team has always been a delight."

Ready for a financial partner who grows with you?

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