

Financial Management



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Introduction:

Jon Moon, Lead Partner

- 10 years global supply chain management and quality management process design with Dow Chemical Company.
- 10 years advisory service experience with Ernst & Young: Audit, risk management and finance & performance management.

Structure:

- A structure of associates with a wealth of experience. All of our associates are qualified professionals who have held senior operational positions.
- Delivering practical advice to clients.
- A flexible approach – we deliver work when it is needed, using people with the right skills and experience

Our values: Integrity, Honesty, Quality, Trust

What we do

Our expertise is based in finance and economics. We deliver real, sustainable business improvement to large and small companies.

■ Cash management:

- ❑ Cash-flow improvement
- ❑ Planning, forecasting and budgeting process improvement
- ❑ Performance management – design and implementation
- ❑ Working capital reduction
- ❑ Duplicate payment analysis and collection

■ Financial Modelling:

- ❑ Design of modelling tools
- ❑ Sensitivity analysis
- ❑ Scenario building
- ❑ Multivariate analysis
- ❑ Portfolio analysis

■ Strategy development:

- ❑ Environmental analysis
- ❑ Competitor analysis
- ❑ Current state assessment
- ❑ Strategy synthesis

■ Project appraisal:

- ❑ Investment analysis
- ❑ Project prioritisation assessment
- ❑ R&D process improvement
- ❑ Post implementation assessments
- ❑ Value for Money assessments
- ❑ Value add analysis

■ Cost reduction:

- ❑ Direct – productivity improvement, materials
- ❑ Operating – utilities, IT, telecoms, leases and rentals
- ❑ Overheads – consumables, back office restructuring
- ❑ Cost of Capital – borrowing, working capital, finance

■ Learning & e-learning

- ❑ Bespoke learning programme design
- ❑ Tailored e-learning programmes
- ❑ Blended learning solutions

Example: Cost reduction

	Direct costs	Operating costs	Overheads	Cost of capital
Tasks	<ul style="list-style-type: none"> Review labour costs Review material costs Option to review sales effectiveness via sales module 	<ul style="list-style-type: none"> Review utilities' costs Review lease and rental agreements Link to IT module and review IT and telecoms costs 	<ul style="list-style-type: none"> Review office supplies' costs Review property and plant utilisation Review cost of back office operations 	<ul style="list-style-type: none"> Review cost of finance and borrowing Link with Finance module on working capital.
Deliverables	<ul style="list-style-type: none"> Reduced unit direct costs Renegotiated supplier contracts Optional sales module 	<ul style="list-style-type: none"> Reduced utility costs Renegotiated leases and rents Reduced IT and telecoms costs Optional IT module 	<ul style="list-style-type: none"> Optimised purchasing procedures for office supplies and educed cost Optimised back office Improved asset utilisation 	<ul style="list-style-type: none"> Reduced cost of capital Optional finance module
Benefits	<ul style="list-style-type: none"> Increased gross profit Improved supplier terms 	<ul style="list-style-type: none"> Improved profit through reductions in utilities and IT/telecoms costs Optimised lease and rental agreements 	<ul style="list-style-type: none"> Improved profitability due to reduced overheads Cash release from assets 	<ul style="list-style-type: none"> Reduced weighted average cost of capital

Experience and knowledge:

- All our people have extensive experience of operational roles, consulting and a proven track record in their own right.
- Specialists in their chosen field who can provide real insight and practical advice that has been proven to work.
- Quality of delivery that is unsurpassed: We work as a team using a robust methodology and have a passion for delivering top quality work.

Benefits:

- Measurable improvements – we are not afraid of being measured by results.
- Value: We aim for a five times return on investment.
- Scaleable: We can scale up or down – you are not paying for our overheads.
- Flexibility and versatility – what you need when and where you need it.

We have developed a practical approach that works and addresses your specific needs.

