



***“Revisit Business – Opportunity in Crisis”
A proposal for business continuity & improvement
Our Offer & Methodology***

You know your business better than others do. We will ask the right questions and listen carefully to pick out this knowledge and combine it with our expertise born of experience – knowledge of external changes, trends and best practice. We use this to describe what future scenarios might hold, the direct and indirect business impact, and how you can respond.

The areas of study, opportunity and actions are:

- 1) **Demand shifts:** Changes in industry and the effect on demand for products/services/clients, seeing new emerging needs merging as an opportunity.
- 2) **Cash Flow & Banking:** Mapping the expected cash flows in alternate ‘What if’ scenarios to be able to plan and continue the business. Renegotiation of the banking facility backed up by a business case and cash flow analysis is a onetime opportunity on offer by most banks.
- 3) **Supply Chain:** Examine the robustness, criticality of the existing supply chain and offer options and opportunities to renegotiate and enhance.
- 4) **IT infrastructure:** Revisit costs and pain points. Opportunity in Cloud offerings with ease of adoption.
- 5) **CSR:** Be visible as a caring component of the community, as the public and clients shift to ethical, sustainable and environmentally positive contributors.
- 6) **Organisation & Process:** Optimum organisation structure, outsourcing opportunities and challenges. Changes in process and tools.
- 7) **Employees:** Engagement, compensation changes, HSE, performance monitoring. Tools for communication with empathy.
- 8) **Collaborate:** Identifying opportunities for collaboration with existing and new investors, banks, clients, suppliers, competitors and service providers to bring added value.
- 9) **Customer engagement:** Upgrading websites, social media usage and cloud CRM in an era where traditional methods of salesmen visits is no longer sufficient

Get initial analysis **without any fee commitment.**

Contact us today, to explore how you can make your business more resilient.
A Consultancy Services list is also attached.





CONSULTANCY OFFERINGS TO SMALL AND MID SIZED CLIENTS

- 1. Corporate & Organisation Structuring,**
*Study of Organisation structures, interrelated multiple companies, identification of opportunities for improvement & recommendation of revised structures with benefits envisaged.
Family Business structuring for long term sustainability & control aligned to objectives.*
- 2. Business challenges study & Solutions.**
Study of existing businesses challenges. Interrogate any financial losses and pain points to identify root causes and recommend alternative solutions.
- 3. Joint Ventures, Partnering, Mergers & Acquisition proposals. Due diligence, Feasibility studies & Business Plans.**
Identification & study of JV/M&A /Outsourcing proposals, to identify Risk-Opportunity issues for consideration & make value added analysis with recommendations for decisions. Preparation of feasibility studies and business plans.
- 4. Risk Management**
Identification of all risk exposures, installing a Risk Management framework and documents to regularly and formally manage all risk exposures.
- 5. Financial Planning & Banking Facilities.**
Study of business financial needs expected, identifying financial requirements & options, preparing proposals and presenting to financial institutions to obtain facilities.
- 6. Governance – Authority matrices**
*Study and documentation of current authorities, identifying rationale and need for change if any.
Determining new Authority structure considering the nature of controls optimum for business.*
- 7. Process mapping & Improvement.**
Study and mapping of existing processes, identifying gaps & TO BE process and opportunities for automation and improvement.
- 8. IT Strategy, ERP Evaluation & Implementation.**
*Study of present IT systems, identifying 'fit for purpose' multiple IT solutions particularly cloud adoption with mapped benefits. Shortlisting solutions, negotiating with vendors, and facilitation of implementation.
Identification of use cases for value addition using new technologies for Digitization, AI, ML & IoT.*
- 9. Employee Job descriptions Incentive schemes, & Appraisal -HR**
Documenting job descriptions, designing WIN-WIN Incentive schemes, appraisal systems and ESOP for enhancing employee morale, engagement & performance.
- 10. Supply chain , Logistics & Inventory Management Enhancements**
Identifying gaps in processes, procedures and controls, suggesting changes for efficiency.

