



FD Solutions



everything that can be counted  
does not necessarily count.

everything that counts cannot  
necessarily be counted.

- Albert Einstein



With an uncertain future, strategic planning helps to define a set of options that will allow effective and efficient use of available resources. The sectors Steuer Gregsson works in all face questions and uncertainties about the future. Our products and services help our clients to plan for future growth and prepare for unforeseen problems. Ultimately, our products and services improve efficiency and performance.

**Growing Business** from large to small we help growth businesses to plan for future success

**Owner Managed Business** developing plans for owner managers, from exit strategies to new business opportunities

**Family Owned Business** helping family businesses to create longevity and generational wealth

**Not for Profit** working with publicly funded and not for profit organisations to ensure future revenue streams

**Professional Services** delivering our services through professional advisors, we help them add value to their clients

Our team consists of a group of experienced specialists dedicated to serving clients. Working solely with ambitious private businesses we review, improve, and manage their strategy, help them plan for the future and achieve their strategic goals.



**ANDREW JUDSON** Andrew supports clients, from large multinationals to ambitious OMBs, by taking a genuine interest in the business and its objectives & strategic focus. He works with business owners and directors to effect change and manage their business through challenging economic times. A qualified accountant, Andrew is hugely experienced within the business assurance area of professional practice and over recent years has developed substantial experience as a Finance Director within industry.



**TIM ISHERWOOD** Tim has over 30 years experience working in and with family and owner-managed businesses on a broad range of commercial, financial, organisational and strategic matters. He is one of the North of England's leading consultants specialising in the Owner-Managed & Family Owned Business and has worked with the major Northern business schools including Lancaster University Management School, Manchester Business School and Durham University Business School in raising awareness of the issues facing these types of enterprises.



**DAVID ISHEWOOD** David is an experienced consultant working with a range of businesses on strategy and international development. He International Finance & Trade at one of the Portsmouth Business School before joining a firm of consultants delivering advice on international issues from identifying the right overseas markets to finding new contacts in those markets, focusing on Middle Eastern markets. Since 2004 I have worked as a Management Consultant offering solutions that focus on improving business both in the UK and overseas.

Accountancy

**Solutions**

The company's shareholders wanted to plan for its potential future sale. As part of that process it was explained to the shareholders that the company needed to demonstrate growth and a good rate of profitability to obtain its optimum value.

## **DELIVERABLES**

A review of the systems and procedures was undertaken and it was identified that the financial management information was not adequate to control the company and did not plan for the growth required.

To address the shortfalls in the financial management information a bespoke reporting was designed (daily, weekly, monthly reports) across the company and processes implemented to report on a strict timeframe. The reporting allowed the business owners to understand the company's current position, highlight inefficiencies and identify shortfalls to budget. This enabled the management team to plan correctly and react to issues in a timely manner.

As part of the management information detailed forecasts were developed to ensure the growth required could be achieved and that adequate working capital was sourced. These forecasts were then used as a benchmark for the company to monitor progress to the estimated planned sale date.

## **OUTCOMES**

Throughout the early stages regular support and assistance was provided to the owners. It was only at the point the company owners were confident they could interpret the results and implement necessary actions that support reduced.



# Quarrying

The company's owner had noticed that cash resources had been diminishing over the past few years, together with losses, and was not receiving proactive advice from internal and external accountants. SG FD was therefore appointed to identify the reasons why this was happening.

## **DELIVERABLES**

A review of the systems and procedures was undertaken and I identified that the financial management information wasn't adequate to control the company. The company was being run on a trust basis and the owner was relying on its employees to run the business with very little control and processes.

Financial management information was designed to firstly understand the current position of the company. This identified poor profitability and an eroding cash and net assets position.

## **OUTCOMES**

Following these findings it was explained to the owner that the survival of the business would only be possible if immediate steps were taken to improve profitability. A full review of costs was performed and an immediate programme to reduce those costs was implemented, returning the business to a breakeven position. A longer term plan was also implemented to increase gross margins and return the business to a profit.

SG FD continues to support this company and help monitor progress.

Steuer Gregsson works with SME's across the country with the aim of helping them achieve their strategic goals. Providing guidance, support and advice to our clients to help them develop, value is at the heart of what we do.

## **UK small subsidiary (no local FD) - Electronics Industry**

- General accounting advice and support.
- Developing MI in line with strategic objectives, training employees to populate and board to understand and manage it.
- Implementing KPI's, monitoring and managing
- Identifying current risks and implementing appropriate elimination/reduction
- Financial training for sales team and monitoring of credit risk
- Researching and implementing relevant sales finance to develop sale opportunities
- Instrumental in reviewing purchase contracts, performing tender process and reducing costs and/or increasing service.
- Accounts and year end preparation, initial point of contact liaising with Auditors.

## **UK small company (Strategic financial planning) - Manufacturing**

- Developed and quantified a Strategic plan for the business and its owners
- Introduced processes and reporting to monitor progress in achieving the plan.
- Support, coach and question on a regular basis.



# Client Work

## **UK medium subsidiary (interim) - Distributor for German manufacturer**

- Implemented accounting for new Acquisition and development of MI to reflect new group structure - monitoring subsidiary.
- Instrumental in the Capital Increase of the UK entity, increasing capital by £5m.
- Preparing valuations of assets transferred within the group ensuring clearance by auditors and tax clearance.
- Instrumental in a further Acquisition to the UK group, creating additional long term profitability and access to wider markets.
- Introducing external finance providers, matching the company's strategic finance requirement.

## **UK medium company (preparation for sale and transaction support) - Building/Construction**

- Reviewed processes and reporting and identified efficiencies and improvements in MI, to increase long term profitability.
- Reviewed, monitored and improved the above over a long period.
- Supported board and management team throughout sale transaction to ensure it remained on-track. Accuracy and delivery of data ensured confidence by purchaser which achieved optimum value.





Steuer Gregsson FD Limited Registered in England & Wales, number 08034120  
Glebe Lodge • 30 Parsonage Road • Stockport • Cheshire • SK4 4JR  
t: 0844 665 1998  
[enquiries@sg-fd.com](mailto:enquiries@sg-fd.com)