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**M·SIMPSON
ASSOCIATES**

M Simpson Associates

A Straight Talking Consultancy

Business specialists with the ability to see through the smoke and get to the bottom line quickly

Exclusive Business Insight from M Simpson

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A business requires specialist advice throughout its development and at every stage of its 'life cycle'

M Simpson Associates have real experience gained over 30 years in many varied industry sectors.

M Simpson Associates can offer advice and support to a Sole Trader just starting out in business through to a SME or International Group

M Simpson Associates will review the **DETAIL** of your Business and offer genuine support for your business.

ABOUT THIS DOCUMENT

An introduction to M Simpson Associates and the services we provide

M Simpson Associates have Real Experience gained over 3 decades in many varied industry sectors. Real Experience in the “Whole Life Cycle of a Business” Practical Experience gained through a Real “Hands on Approach” in Start-Up – Growth - Consolidation – and Turnaround situations.

As a Small Business Owner, Managing Director, Finance Director & Consultant I have witnessed periods of great & enjoyable success and unfortunate failure.

M Simpson Associates appreciate the difficulties of both the SME owner and the CEO of an International Group.

ABOUT M SIMPSON ASSOCIATES

1

Over 30 Years Real Experience

We have **Real Experience** fulfilling Financial, Operational, Project & General Management roles both in the UK & Internationally as well as 15 years profitable Business Ownership

Experienced in start-ups, rapid growth, recovery and turnaround situations working in many varied industry sectors;

M. Simpson Associates have extensive experience in assisting distressed businesses by helping identify opportunities and offering support whilst delivering improvements.

Experience in many Varied Industry Sectors

- Student Accommodation
- Oil & Engineering Services
- Property Management
- Golfing Distribution & Retail
- Equestrian Retail; Mail Order & Web Sales
- Footwear Component Manufacture & Distribution
- Fashion Retailing & Wholesaling
- Fashion Manufacture
- Electrical Wholesale
- Fabrication
- Building Industry
- Engineering

WHY USE M SIMPSON ASSOCIATES?

2

At M. Simpson Associates the advice is specific to each client's circumstances and is provided in a timely manner.

- By working closely with our clients, we can guarantee turnaround times and offer FIXED FEE arrangements
- We offer flexible cost effective solutions by working on an hourly, part-time, interim or project basis.
- M Simpson Associates through its trusted business network specialise in the provision of finance to small and medium sized businesses offering **free** impartial advice. Our innovative product portfolio focuses on one basic business need - the need to keep cash flowing.
- Any initial meeting that you would like to arrange to discuss your specific requirements will be in strictest confidence, no obligation, and FREE OF CHARGE

SUMMARY OF SERVICES OFFERED

3

- A. Turnaround & Restructuring
- B. Working Capital Improvement
- C. Cash Management & Short Term Cash Forecasting
- D. Profit Improvement
- E. Short Term Funding
- F. Planning & Budgeting
- G. Review of Financial & Management Controls
- H. Commercial Review of Accounting Policies / Commercial Practices
- I. Financial Reporting
- J. Business Risk Assessment
- K. Staff & Management Training & Mentoring
- L. Interim Management / Consultancy
- M. Acquisitions / Due Diligence
- N. Exit Planning & Business Valuation

TURNAROUND & RESTRUCTURING

A

- **The object is to stabilise a troubled business but, more importantly create a platform from where the business will be able to expand successfully in future years.**
- Our ability to untangle complex situations and assist by putting into practice a restructuring plan, will deliver a stable platform for the future.

If you are already in a difficult situation, we can help guide you back to being in control

WORKING CAPITAL IMPROVEMENT

B

- **Improve working capital to enhance cash flow through better management of inventory, receivables & payables and the use of KPI's; ratios & financial planning. (Working capital is the money required to manage the day to day operations of a business.)**
- With three decades of experience in managing working capital in many varied industries both SME & International Groups, we can help.

Visit our [website](#) for a free download on Working Capital Management

CASH MANAGEMENT & SHORT TERM CASH FORECASTING

C

- **“Cash is king” Without cash to run the business it will grind to a halt, cash management is essential to ensure that a business grows safely.**
- We can help your management understand the importance of cash and how their actions and decisions impact on this valuable resource.

To ensure the success of your business plans, you need a flexible supply of funds to make them happen. M Simpson Associates can help your business by offering a wide range of cash flow and asset finance solutions designed to help you take your business forward.

PROFIT IMPROVEMENT

D

- **Increase sales / Reduce costs / Improve GP / Rationalize product / Rationalize supplier profile / Increase SP's / Outsource.**
- M Simpson Associates can help with a complete review of your business operations and recommend ways to improve your profitability.

SHORT TERM FUNDING

E

- **It is essential a business can respond to increases in demand & take full advantage of business opportunities.**
- We can help identify the free cash in your working capital and assist in its release. We can also advise on the best short term funding for your business & introduce providers of funding to your business.

We offer Cash Flow solutions through our extensive network of trusted Business Contacts.

PLANNING & BUDGETING

F

- **The strategic goals & objectives set out in financial terms to facilitate management / control and delivery of results. - Failure to plan is planning to fail.**
- M Simpson Associates have planned, managed and controlled the 'income streams' in many varied industries with multi locations at home and internationally; introduced budgetary controls & cash forecasting techniques to assist & manage the business & its finances.

REVIEW FINANCIAL & MANAGEMENT CONTROLS

G

- **It is essential that controls exist at all stages of a company's life cycle to safeguard the assets of the business.**
- We can review the financial controls throughout the business and advice. We can also review the adequacy of management control & recommend any structural changes or training & development that may be required.

COMMERCIAL REVIEW OF ACCOUNTING POLICIES & COMMERCIAL PRACTICES

H

- **Accounting policies IMPACT on the disconnect between profit & cash, they can flatter your operational performance yet often hide a serious deterioration in cash.**

We review the **DETAIL** of your business and advise on best practice Working Capital Management, we can help reconcile the disconnect

FINANCIAL REPORTING

I

- **Characteristics of useful information: Complete / Reliable / Understandable / Comparable / Objective / Relevant / Timely / Realistic & have economy of presentation.**
- We can help with a detailed review of your current reports and make recommendations on how to improve presentation & gain a better understanding of your company performance.
- We can assist with account preparation for management purposes or statutory obligation

BUSINESS RISK ASSESSMENT

J

- **It is essential to ensure the business is not exposed to risks that could impact on profitability and service ie. Credit risk / stock obsolescence / reliable suppliers / sufficient cash etc.**
- If you find yourself in a difficult situation already
M Simpson Associates can help you navigate your way back to being in control.

STAFF & MANAGEMENT TRAINING & MENTORING

K

- **Training existing staff that are known and trusted can be the most effective way of “upgrading” in-house skill sets .**
- M Simpson Associates can assist train and develop your staff and help your management understand the financial impact of their decisions on the business and its cash resources. We can help introduce disciplines of financial control throughout your business and mentor your people allowing them to develop as your business grows.

INTERIM MANAGEMENT / CONSULTANCY

L

- **Full or part time interim working alongside you and your team to ensure sustainable results post assignment.**
- We can help your business by fulfilling a full or part-time role on an interim basis or act as a consultant; in all cases we will work with your staff and management and ensure they accept ownership; we will help find and recruit suitable people for any vacancies that emerge.

ACQUISITIONS/ DUE DILIGENCE

M

- **Grow your business safely / be clear of the reasons behind acquisition / ensure the acquired business is capable of sustained performance if old management / owners leave / identify true synergies / consider resources for successful integration of people / systems & stock.**
- Helping you identify potential acquisitions & make the initial approach arrange meetings with potential targets, we can conduct a review of the historic financial information; assess the strengths, weaknesses, opportunities & threats (SWOT analysis) and suggest a price range for a possible offer. Once acquired we can assist with the integration of the new business into your business and suggest synergies.

EXIT PLANNING & BUSINESS VALUATION

N

- **What plans exist if any? / Pass on to family / package for sale / business dies with you!**
- We assist in valuing your business & “packaging” the business for a potential sale; we can introduce you to potential buyers & investors.

Through our trusted and extensive business contact network we can introduce our clients to a variety of businesses with specific expertise in the following areas:

Commercial and Corporate Finance

- Venture capital
- Business angel monies
- Asset based lending
- Asset finance – HP and leasing
- Turnaround finance
- Factoring
- Invoice discounting
- Trade finance
- Professional practices funding
- Commercial property finance
- Commercial bridging loans
- Mezzanine finance
- Insolvency/restructuring

Insurance

- Credit insurance
- General insurance
- Life assurance
- Health insurance

Business Services

- Accountancy services
- Utilities cost reduction
- Debt collection services
- Business start-ups
- Web design
- SEO