

Solutions

Management Consultants Ltd

Case Studies

SMEs -Business Finance – Business Advice

Training Company –Retail Sector

The company was a start up based on a proven concept that had been developed by the owner in Compass plc while he was retail manager for the catering Division.

The owner invested £50k and required another £90k to progress the company to the next stage of development. The majority of the injection was required for Sales and Marketing budget which included developing the concept, including video and set up of telesales operation.

We developed the business plan, completed the profit and loss, balance sheet, and cash flow forecasts to enable this to be presented to investors and banks, in an acceptable format, and helped develop the general strategy and give general advice on business issues.

After completing several presentations, an offer of £50k was obtained from the bank under the SFLS and a further £40k was injected by a participating new investor, who had an existing business in the training sector.

We advised the original owner, that in view of his limited experience in this area it would be better to have an active partner. Certain of the costs were funded via the R2I Scheme.

Computer Software Development of CRM System

The company was originally established as a web design company by two partners and had developed to employ 5 people, they had designed an on line CRM system which could be integrated into existing systems on a similar basis to LinkedIn but with a much more detailed database.

Microsoft had shown a positive interest, and they required £200k to develop to the next stage and fully market the product. The product had certain unique features but time was key to fully realise the potential.

We developed the business plan, completed cash flow, profit and loss, and balance sheet, investigated the potential grant options, and worked with Connect under the InvoRed system to complete the funding package.

Connect provided a grant of £50k, bank borrowings of £100k were secured and a new investor was introduced to the business by Connect who invested the remainder.

Restaurant Bistro-Development of Restaurant

The business was purchased, by owner in September 2005, and turnover during the first three months was significantly below expectations and previously stated in prospectus. The owner had used all of his own funds and available bank borrowings to purchase the operation. The business required a change in concept and complete refurbishment to restore profitability and maximize the potential of the restaurant, which required an additional extension, the total cost was £140k.

The business plan was completed under the Mustard Programme and support from R2I for raising the finance, which were completed by Solutions.

This was raised by a combination of a silent financial partner, additional bank loan secured with SFL, and top up loans from a brewery.