

MILSTED LANGDON COMMERCIAL SUPPORT SERVICES

HELPING BUSINESSES TO GROW, MANAGE CHANGE OR FACE UP TO
CHALLENGING TRADING CONDITIONS

At Milsted Langdon we recognise that being an owner/manager can be a lonely occupation. All too often it can be difficult to see the wood for the trees and in the current economic climate many businesses are facing unprecedented challenges.

We believe that accountancy should not simply be a matter of accounts. Indeed we are well placed to advise on commercial strategy and to act as a sounding board for business owners who do not benefit from being able to have a full time finance director or a non-executive chairman.

The old adage that two “minds” are better than one is true and by taking advice from our Commercial Support specialists, entrepreneurs can benefit from having at their side someone who not only has an astute sense of commercial acumen but also has a proven track record of running businesses in a variety of sectors.

The case studies on the next page testify to the added value we have achieved for clients in the past.

STORMY SEAS

We assisted a group of companies in the property sector recently to restructure its affairs so as to protect its core business from particular risks that had been exacerbated by the current recessionary climate.

THE GOLFING SOLUTION

We have introduced new IT driven processes to help an owner/manager of a successful retail and B2B company who wished to start stepping back from the day to day management of the company whilst retaining an element of control and being able to oversee its financial performance remotely.

UNDER-STUDY

We took over, at no notice, the day to day management of a client's business following his sudden incapacity as a result of ill-health. By taking the strain away from him and his family, we were able to leave him to concentrate on recovering his health and were soon able to consult him on relevant strategic decisions.

SHOPPING TRIPS

We assisted a local entrepreneur to buy a business on very favourable terms and at very short notice as part of a distressed sale by a firm of insolvency practitioners. By advising on the risks associated with such a process we were able to ensure that they were mitigated to the greatest extent possible.

FINDING ELUSIVE PROFITS

Every entrepreneur knows that what is important is profit not turnover. However, simply knowing this is sometimes not enough. All too often the daily pressure to maintain sales levels and manage cash or overdrafts can distract from a focus on profitability.

We have assisted many clients to reassess their business strategies to maximise efficiency and profitability. We help them to see the wood for the trees.

Sometimes a change in pricing structure or a subtle alteration of market focus is all that is required.

WHAT MAKES US QUALIFIED TO DO ALL THIS?

The Commercial Support team is headed by Simon Rowe, an experienced consultant and member of the Institute of Consulting. He has spent the last ten years not just advising businesses but also running them.

He has worked across a wide range of business sectors from manufacturing to professional services, retail to agriculture and many others.

Additionally the Commercial Support team benefits from being able to call on the expertise of our in-house specialists in areas including, tax, IT, general accountancy, management information and corporate recovery.

WHO NEEDS CONSULTANCY?

It is sometimes said that a consultant is someone who charges you to tell you what you already know. We pride ourselves in being different but we also recognise that there are times when it can be valuable to have your opinion confirmed by an informed third party. Indeed there are times when it is easy to ignore, for what may seem like compelling reasons, what one knows deep down, especially if that knowledge leads to potentially unpalatable decisions.

Traditionally consultants have been seen as being the preserve of larger businesses. We believe that the SME sector deserves and demands the same level of service and the same breadth of services as any plc. However, the owner/manager needs advice to be delivered in a joined-up, straight-forward practical and pragmatic manner.

So whether it is help defining a strategy, improving efficiency or effecting change of any sort, we are confident that we can add real value.

WHAT IS THE RISK?

None – we always offer an initial meeting entirely free of charge and without obligation.

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