



## *Developing Successful Businesses*

### **Review of Interim Management & Business Support Operations**

- ❖ **Aberdeen Based Cleaning Contractor**  
Business Diversification and Opportunity Review
- ❖ **Aberdeen Based Commercial Property Maintenance Contractor**  
Field Sales
- ❖ **Aberdeen Based Industrial Waste Management & Recycling Contractor**  
Field Sales
- ❖ **Aberdeen Based Property Management Company**  
Interim Management of Business on behalf of Investor
- ❖ **Invergordon Based Environmental Consultant**  
Draft Business Plan
- ❖ **Aberdeen Based Cleaning Contractor**  
Integration of Acquisition into Existing Business
- ❖ **Invergordon Based Waste Management & High Pressure Jetting Contractor**  
Field Sales
- ❖ **Perth Based Quality Management Consultancy**  
Strategic Development Planning & Sales Overview
- ❖ **London Based Logistics Company**  
Project Research & Commercial Tender Production
- ❖ **London Based Logistics Company**  
Interim Management of Business Operations on behalf of Chairman
- ❖ **Aberdeen Based Construction Company**  
Review and Upgrade of Financial Control Systems  
Interim Management of Accounting Department on Behalf of Investor
- ❖ **Nairn Based Retailer**  
Development Strategy & Sales Planning
- ❖ **Nairn Based Business**  
Draft Business Plan – Leisure Industry
- ❖ **Perth Based Insurance Broker**  
Review and Upgrade of Existing Accounting and Financial Reporting Systems



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- ❖ **Nairn Based Business**  
Draft Business Plan Farming Enterprise
- ❖ **Aberdeen Based Residential Factoring & Property Management Company**  
Strategic Planning, Detailed Operational Systems Review and Implementation  
Commercial Tendering and Field Sales
- ❖ **Perth Based Quality Management Consultancy**  
Interim Management of Business Operations on behalf of Managing Director
- ❖ **Aberdeen Based Media / PR Company**  
Crisis Management and Strategic Review to secure future of Business
- ❖ **Commercial Property Landlord**  
Letting Agency & Property Management Duties on behalf of a Commercial Property Owner
- ❖ **Various Building Contractors & Farming Enterprises**  
Source and Supply of Steel Storage Containers
- ❖ **Aberdeen Based Property Management Company**  
Review and Upgrade of Accounting & Management Information Systems  
Non-Executive Director Support
- ❖ **Perth Based Leisure & Entertainment Company**  
Strategic Planning, Business Plan and Sourcing of Funding (>£100k) for New Development
- ❖ **Aberdeen Based Building Contractor**  
Preparation of Monthly Management Accounts & Information. Company Secretarial Service.
- ❖ **Aberdeen Based Recruitment Consultancy**  
Review and Upgrade of Financial Reporting Systems  
Preparation of Quarterly Management Accounts & Information
- ❖ **Livingston Based Data Cabling Company**  
Structuring of Finance to Support Expansion in Hull  
Achieved Year 1 Turnover of >£1m and Net Profits >£250k, Without Need for External Funding
- ❖ **Perth Based Licensed Trade Operator**  
Managed Several Acquisitions in Excess of £300k  
Deal Structuring, Raising Finance, Business Integration
- ❖ **Aberdeen Based Specialist Training & Coaching Provider**  
Strategic Planning, Financial Management, Banking and Field Sales



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- ❖ **Aberdeen Based Multi-Media Company**  
Strategic Planning, Interim Management (Systems, Team Building), and Financial Management
- ❖ **Aberdeen Based Law Practice**  
Facilitation of a series of Partner's Meetings and Workshops to discuss and plan the growth and the development of their 'niche' business
- ❖ **Nairn based Automotive Sector Marketing Company**  
Testing of Market concept, successful repositioning following results of test activity leading to licensing deal with a Company based in England being concluded within eight weeks
- ❖ **Lothian based Lift Company**  
Clarification of Positioning, development of Marketing communications, Business development and Sales leading to re positioning of the organisation in line with strategic aspirations. Successful engagement with larger clients and broader, targeted client base leading to increase in turnover, increase in new sales contracts, increase in retained business contracts, and increases in new maintenance contracts
- ❖ **Aberdeen based Environmental Services Company**  
Testing of Market concept to establish market size and capacity for new product development, trialling, and introduction. Business development and Sales in support of complimentary Sensor and Probe solutions (sold under licence). Providing introductions to partners for funding for scaling of the business, development and build of Commercial prototype. Positioning and marketing communication development to be concluded post funding
- ❖ **Nairn Based Property Services & Decorating Contractor**  
Strategic Planning, Interim Management and Field Sales
- ❖ **Aberdeen based Business Management Software Developer**  
Interim Business Management Services over a 4 year period encompassing Positioning, Workshop facilitation, Marketing Communication support, successful Business development, Sales, Customer Support Finance, Event Management, and New Product Development.
- ❖ **Banchory based Change Management & Technology Transfer Consultancy**  
Positioning workshop to support development of corporate identity, brand, positioning and marketing communications pre/post launch.
- ❖ **Aberdeen based Business Consultancy**  
Development of corporate identity, brand and marketing communications pre/post launch in support of business development activities.
- ❖ **Aberdeen based Accountancy Company**  
Interim Management Services centred around the Compilation & Publication of an Integrated Management System on GHRL sourced software, including the actual Process Mapping of 'As-Is' Business Processes, and the development of the 'To-Be' Business Processes



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- ❖ **Aberdeen Based PR company**  
Provision of Interim Financial Management, assisting the Management Team in advance of a 'Management Buy Out' including preparation of Financial figures, Business Plan and Investment
- ❖ **Aberdeen Oil Service Company**  
Fulfil the role of Financial Director
- ❖ **Kincardineshire based Hotel and Restaurant Group**  
Examine management work/life balance and prepare financial projections for Banks for the next acquisition
- ❖ **Aberdeen Based Construction Services Contractor**  
Interim Financial & General Management services to support the Director and Shareholders develop the business, including preparation of a Business Plan, Sales Plan and Process Re-Engineering to achieve maximum operational efficiencies
- ❖ **Aberdeen Based Accountancy & Wealth Management Firm**  
Interim Management Services for the provision of General & Financial Management, Business Process Engineering, Business Model Re-Structuring and 'Special Projects' Management including IT, Software Development and Technology Project Management
- ❖ **US based High-End Fashion design and manufacturing business:**  
Online research support clarifying sector positioning in North America, South America, and Europe versus competitors. Establishment of positioning for potential UK and European launch. Development of marketing and growth strategies for both American markets and for European markets. Development of supply chain and partnering to support UK and Europe covering: Manufacturing, Product design, Sales, Distribution, Import/Export logistics, Factoring, and Price point, for mixed online and retail activities. Exploration of Corporate Gifting sector.
- ❖ **Energy Related Logistics and Supply Base Operator (Aberdeen & Invergordon)**  
Development of a comprehensive Health & Safety System to match the operational requirements of an expanding organisation.
- ❖ **Agricultural Services Company**  
Sales and Market research / development services to support the development and launch of an innovative minerals based product
- ❖ **Scottish Utilities Provider**  
Development of total business operational processes to improve efficiency and profitability
- ❖ **Aberdeen based Charity supporting People with a Learning Disability**  
Market research to establish viability of recycling project



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- ❖ **North East based Utilities Contractor**  
Facilitation services
- ❖ **Aberdeen based Inspection Company**  
Fulfil non executive Director and Financial Directors role  
Bring a sense of direction and understanding to the business and expand sales
- ❖ **Aberdeen based Oil Service Company**  
Assist in establishment of business including funding and business plan. Fulfil role of Commercial and Financial director and assist in the internationalisation of the business
- ❖ **Aberdeen based Hotel and Restaurant**  
Provision of Integrated Interim Management and Business Support package incorporating General Management in pursuit of organisational change and re-structure, Business Process Development, and review of HR policies and procedures
- ❖ **Scottish Independent Retail Group**  
Business Coaching & Mentoring and provision of an Interim Manager with Senior Management and Retail experience as an Executive Resource to 'steer' the Strategic focus and Development of the Group
- ❖ **Perthshire Based Engineering Service Company**  
Provision of an Interim Sales Management resource to promote and develop product sales in Scotland, for the Client's specialist product and related installation & training service
- ❖ **Moray Based Fresh Food Processor**  
Provision of an Interim Sales Management resource to promote and develop product sales to accommodate an increased production capability, and widen the Client's Customer Base
- ❖ **Centrally Based Web Designers**  
Provision of an Interim Sales Management resource to focus on target identification and lead generation
- ❖ **Aberdeen Based Social Enterprise**  
Provision of a small multi disciplined Interim Management Team to assist in the review, analysis and restructuring the existing Management Operations and to define 'key' Operating Processes to maximise results in order to retain and develop the Client Base on the basis of improved Customer Service; Market Research and Sales and activities
- ❖ **Aberdeen Based IT Contractor**  
Provision of a senior IT Systems Analyst with specialist IT Systems knowledge to assist in the development of an IT strategy specific to the requirements of a Client operating globally
- ❖ **Tayside based Health & Safety Specialist**  
Provision of the GHRL Lite Coaching & Mentoring service