

The Complete Solution Service

Reinventing the art of accountancy



Why do businesses need a complete solution?

Because traditional forms of accountancy advice need an upgrade.

Perfect Timing

The Complete Solution Service is ideal for companies that are established and achieving or approaching an annual turnover between £1m - £10m.

These companies will want to stabilise their structure to make it robust and rigorous, especially in the light of current events, where the need for survival has surpassed growth ambitions.

It is important to note that we are open to also working with businesses that have a turnover of less than £1m but are experiencing a high level of growth.



The Complete Solution Service

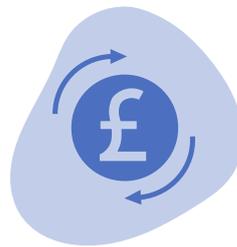
The solution comprises four distinct services that flow on from each other but each service can be performed separately.



Bookkeeping on
'Steroids'



Monthly Mangement
Reporting



Cash Flow
Reporting



The Value Plus
Service



Bookkeeping on 'Steroids'

We can help you in one of two ways...

1

By taking over the function entirely so relieving you of the chore you do not enjoy doing or managing (Bookkeeping Level 1)

2

Or reviewing your existing system to see if it meets your needs, and making recommendations to your procedures and processes to make it fit for purpose, and assisting in implementing the changes recommended (Bookkeeping Level 2)

In Level 1, you will be getting much more than a standard bookkeeping function that merely prepares records for the purposes of compliance. We will ensure that your accounting records are accurate and up to date, a requirement both commercially and legally.

In our experience, it is not always a foregone conclusion that accounting data is processed correctly and on a timely basis.

Errors made can be costly if the decisions are based on the incorrect profits reflected in your accounting records.

The reasons for shortcomings often termed the "Cinderella of the accounting function" is that



We ensure that your accounting records are accurate and up to date



We remove the errors. Errors made can be costly in terms of money lost and conclusions being drawn that are wrong



We provide a thorough review and will make a series of recommendations on where improvements to the accounting system and its processes can be made



We'll show you how to use the accurate financial information to make informed decisions

the accounting function is delegated to inexperienced staff or outsourced merely to reduce costs to companies that don't have the required skillset.

In Level 2, your bookkeeping function will receive a thorough review by our qualified experts and a series of recommendations will be made to suggest improvements to the accounting systems and processing functions that are in place.

The main advantage of the service offered is that our team will interact directly with you becoming an integral part of your business. This interaction will result in the preparation of accurate records and better decision making.

“If you want the best end result, you must first ensure that your starting point is correct.”



Monthly Management Reporting

The next service is working with the management of the business to develop a monthly management reporting pack that is understandable, relevant and specific to your business, by quantifying the main factors that drive your business forward.

The management pack would include the following:

- Comparing the current month's performance with the prior year and budgeted figures
- Comparing year-to-date performance to the prior year
- Providing a ratio analysis
- Provide detailed commentary on the above
- Preparing important graphs summarising the performance of the business

In a nutshell, we believe that “numbers tell a story” and we want to reflect this in our management pack. It is our goal to provide you with a monthly management pack that incorporates all the financial information to enable you to make the right decisions for your business.



Cash Flow Reporting

Often considered, sometimes prepared and regarded as a luxury by most businesses and second place to the Profit & Loss account.

We will work with management to develop a realistic and robust cash flow forecast recording the inflows and outflows of cash which allows for variations to be considered as the months go by. The cash flow is not a static document to be prepared and then filed away.

It is a live document that should predict your cash flow needs so that unexpected emergency funding is avoided. Cash is the lifeblood of a business and not to recognise this is negligent and foolhardy.

It is possible your customers will take longer to pay, if they are taking longer to get paid themselves. That could be the price of continuing to do business with them, on the assumption that the likely risk of them defaulting has been discounted. There will be other customers whom the business chooses not to do any further business with due to uncertainty about payment. Part invoicing for work so as to match supplier inputs could help avoid unnecessary advancing of VAT Output tax.

We consider that a whole new forensic and strategic approach will need to be adopted to managing your cash position in the future. Larger cash requirements will need to be considered if there are supply chain issues caused by a combination of Brexit and Covid-19.

We will ensure that we look at the cash flow cycle at different stages in your business and will assist with preparing:

- A weekly cash flow forecast for your business for the upcoming month which will allow you to identify and remedy any cash flow concerns that could come up in the short term.
- A 12-month cash flow forecast that allows you to prepare and put together an action plan for the upcoming year.

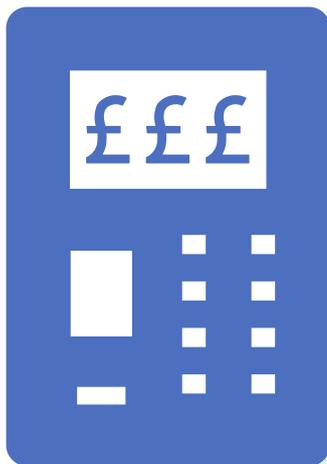
We can also assist with monitoring your performance against the cash flow budget and assist you to understand the factors that created a variance to your original forecast.



The Value Plus Service

This is where we truly differentiate ourselves by offering this add on consultancy service

Preparing a costing model for your business



Knowing your true gross profit margins on all your products or services is the key to maximising profitability. This is now more important than ever given that maintaining existing margins will be challenging.

We have considerable expertise in this area, particularly in applying sophisticated excel modelling to the figures we extract from your accounting records.

We work with management to understand your business and ensure that the correct principles are applied in your costing model.

The interaction with management will then allow us to prepare a comprehensive model that is user friendly and unique to your business which will ultimately be used to improve your business's competitive advantage.

Practical Example

We recently completed a project whereby we took a fresh approach in preparing a costing model for an established manufacturing business.

We obtained a deep understanding of their production process and worked closely with senior management to develop the costing model.

We ensured throughout the process that the model we built would be user friendly for both the employees providing the inputs, to senior management who in turn would review the outputs.



The Value Plus Service

Due Diligence on your business



We offer a tailored service and we assist with investigating and assessing the risks within your business and provide feedback and recommendations on any concerns that you may have.

This will be presented in a concise report. We identify the factors affecting the current valuation of your business.

Practical Example

We performed a due diligence review for an existing client that was considering the acquisition of a SaaS business.

The review enabled us to obtain a detailed and deep understanding of our client's requirements and concerns regarding the acquisition and were able to provide feedback and recommendations for our client.



The Value Plus Service

Preparation of business plans



We incorporate your financial information and ideas to develop a unique business plan outlining your long-term goals and strategies.

As the famous Benjamin Franklin once said: “If you fail to plan, you are planning to fail”.

So, it is very important to plan with built-in flexibility.

Practical Example

We have worked on a project to develop a business plan for a recycling business. They were in the process of entering a joint venture with their largest supplier, whereby their processing plants would be relocated to their supplier's premises.

A business plan was required by their bank as financing was required to assist with the relocation costs of the processing plants.

We were able to establish that the synergies of the two organisations and ultimately the move would provide for significant savings to the recycle process.



The Value Plus Service

Unit Economics for SaaS (Software as a Service) Businesses



We have expertise in the special valuation methods used to value fast-growing Tech businesses, a rapidly expanding sector of the market in the UK and US.

We can assist the management of such business with developing a model in calculating these two metrics:

- LTV – the life value of a customer
- CAC – the cost to acquire a customer

Practical Example

We recently worked with senior management of a SaaS business to develop a model that would track the CAC and LTV of their business.

We also worked with the accounting team to ensure the tracking of these metrics, starting at the bookkeeping level, and flowing through to the final management pack presented to the board.

Contact Us

We hope our services stimulate you into thinking more about the possibilities for your business.

We will be happy to engage with you to discuss any of the services that interest you.

Contact us for a no-obligation discussion using the methods below and we will get back to you to arrange a call or a Zoom meeting.



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