



TCii

Strategic and
Management Consultants



Working with private clients

Strategic advice and practical support to help
privately owned businesses to thrive ...

Support for you. Improved performance for your business.

Regaining control, doubling profits

A substantial overdraft and worries about low and decreasing profitability were holding back this burglar alarm and CCTV installation business. We scrutinised profitability and identified business development opportunities as well as unprofitable areas to be discontinued. Greater responsibility was given in credit control and sales, with the result that the company became more focused and efficient in these key areas. Within twelve months, the overdraft was cleared, debt was under control, turnover increased from £1.5m to £2.2m and profitability doubled.



Isn't management consultancy for larger businesses?

There is a common perception among smaller, privately owned businesses that management consultancy is an expensive service they can ill afford. One that will deliver poor value for money and provide little practical benefit.

This couldn't be further from the truth. Often it is just these types of business that will gain almost immediate benefit from some targeted and well thought through advice.

On an individual level, owners and directors of smaller businesses frequently need personal support, while their business can benefit greatly from the broad range of expertise we offer, as well as the vast experience we have gained working with similarly sized businesses.

TCii adopts a highly practical and hands-on approach that is focused solely on sustainable business improvement and growth.

The financial benefit we bring to your business should always far outweigh the costs associated with our service.

Does this sound familiar?

Involved in too much of the day-to-day work?

No time for planning for the business?

Time-consuming and unprofitable clients?

Staff who don't ease the pressure or seem up to the job?

Unsure of whether you are getting the best value in terms of costs and finance?

Irrespective of sector, most smaller, privately owned businesses suffer from some very similar problems. We don't pre-judge things. Each business is unique. However, the experience we have gained in business and in helping similar businesses proves invaluable when dealing with the challenges faced by our clients.

Business Health Check

Discover some 'quick win' actions that will reduce your costs and increase your profitability

Business Mentoring Programme

Tap into the knowledge of a business expert for independent advice and support

Business Turnaround, Outsourcing, Cost Reduction

Rapidly turn around a failing business and refocus on profitable growth

Exit Strategy and Implementation

Exit from a business at the right time, for the right amount and paying the minimum tax

Succession Planning

Identify and prepare a capable successor, and protect and transfer your net worth

Venture Capital

Optimise your chances of securing funding for your business

Organisational Development and Employee Retention

Strengthen and develop your team to increase productivity and performance

Business and Strategic Planning

Develop a clearer strategy and sense of direction to deliver sustainable, profitable growth

International Trade and Distribution

Build an effective international trade and distribution business without wasting time and effort


Executive Coaching

Gain processes and techniques that help executives to enhance their professional and personal performance

Sourcing Key People

Source the right executive and non-executive candidates for your organisational needs

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Objective experts with a practical and hands-on approach, focused on results and delivering competitive advantage.

Restructuring for investment and AIM listing

As in many early stage internet-based businesses, cash resources were threatening to kill the 'big idea'. Initially we helped to make the existing cash reserves go further by removing duplication and inefficiency within the team and by introducing much more competitive buying practices. Next we helped turn the business into an attractive investment proposition by restructuring the underlying business model and writing a new business plan, creating the potential for multiple and, most importantly, recurring revenue streams. A successful IPO on AIM raised £3m, underpinning the growth phase of the business.



Successful business people with proven track records

Our clients are busy people. We recognise that. We know that you don't want lengthy reports full of management speak. And you certainly don't want some whizz kid trying to tell you how to run your business.

You need good dependable advice to help you improve your business. Someone to lean on and share your business problems with. Someone who has been there and done it. Someone whose advice you can trust implicitly.

All our consultants are senior business people with long and successful track records running businesses of various sizes. They have been in your position – or one very similar. They recognise the challenges you face. And they have the expertise and experience to help you overcome them.

Some quick wins

Experience has taught us that for many businesses there are some immediate actions that can be taken that will provide almost instant benefit. These can be simple cost reductions or just the renegotiating of overdraft facilities. The bottom line is that there can be an immediate return on your investment with us.

Looking to the longer term

Seeing an instant return on investment is all well and good, but it is long-term sustainable business improvement that is always the goal.

Working with private clients, our work is split between supporting the individual in their role and providing the business with the strategic thinking and practical implementation of new plans and initiatives to improve financial performance and deliver sustainable growth.



We recognise the challenges you face and have the expertise and experience to help you overcome them.

What makes us different?

What sets us apart is our ability to integrate ourselves seamlessly into clients' day-to-day activities and become highly effective members of the team. We bring challenge to our clients while seeking to understand their unique obstacles to change. We customise our approach to our clients' needs and provide unbiased advice with world-class execution, leading to measurable results.

TCii combines, in one team, the ability to work both with the board to develop the strategy and with the line management to deliver it. This enables us to reconcile strategic objectives with real-world constraints to produce implementation plans that are both commercially astute and achievable. Our aim is to deliver not recommendations but bottom-line results.

But don't just take our word for it!

"They have great business sense and a wealth of experience to really back that up. Their broad business background and international experience allow them to assess a situation very quickly, and always with a very practical and proactive approach. If your company is going through change (as most are these days), they are the right people to have with you as they will be a key factor in helping you achieve even greater success. I highly recommend TCii."

Mark Fritz – Managing Director, Procedor

"The transition from a small company to one employing several hundred people has not been without its challenges ... your help in establishing a proper business plan and effective systems and procedures ... has helped us build the business ... but most of all, for me, it's good to have someone whom I can bounce ideas off and who can help me see the wood for the trees ... with your continued help I am confident the future is bright."

Richard Bent – CEO, Lakethorne Group

Selling up and maximising your return

Having been wrapped up in the day-to-day business, our client was faced with the prospect of a smaller financial return on the sale of his business. Our task was to maximise the return for our client. We looked at the business and advised on some initial simple improvements. We then looked at the marketplace to see who was buying similar companies and why. Having established that a strategic buyer would pay more, we approached 25 potential buyers to gauge interest and solicit offers, without stating price. Letters of intent, confidentiality agreements and the whole buying process were managed by us, taking approximately three years and achieving a final price that exceeded the owner's expectation by 28%.



Valuable resources to help you

Our website contains many best practice white papers and snapshots covering a wide range of aspects of running and developing a privately-owned business. It also features in-depth case studies and is updated regularly with other interesting insights.

www.tcii.co.uk



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"... very professional ... highly organised, equally excellent with project details as well as strategy and vision. An asset for any business."

Chris Peak – Managing Director,
Feelingpeaky



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