



Manufacturer and supplier to the MOD and corporate clients.

Executive Summary

The company had its origins in the early twentieth century with a rich heritage. Recent years saw changes of ownership cumulating in a failed MBO. The business had been run down to 10 employees from 80 plus under the Administration process, before the acquisition completion.

Challenges

Highly skilled workforce re-employed in a restart-up situation with less than £0.3m order pipeline after buy-out from Administrator.

Business had to gain traction quickly to retain customer base. Nature of business being skills labour intensive.

Significant R&D project in progress previously kick started under new management requiring managing and cost control.

Accounting and financial controls to be re-established with HO finance function 200 miles away.

New costing system to be introduced
In batch production environment

Cash forecasting and control to be established quickly

Project FD Support – Start-up via acquisition from the administrator

Results, Return on Investment Summary

- ✓ New financial reporting and detailed management accounts with management commentary installed rapidly.
- ✓ Labour reporting and cost analysis introduced to focus on the cost of production (labour intensive operations)
- ✓ Significant strategic R&D project running and associated cost analysis and tracking implemented culminating in a successful £1m R&D tax credit claim.
- ✓ Running lean finance function with one experienced clerk covering transactions, reconciliations, purchase order/invoice matching and bank reconciliation.
- ✓ Successful grant claims via local enterprise agency to support start-up phase and reduce payroll expenditures.
- ✓ Providing support to finance HQ (parent company) and keeping them informed on progress
- ✓ Moving the business accounting system to a new cloud platform and ensuring a smooth changeover.
- ✓ Reestablishing preferred supplier status with BAE systems by way of the refreshed business plan and financial forecasts and information.
- ✓ Supporting parent company on specific aspects of financial forecasts with principal banker/funder and updating shareholder/directors as required

Summary

Project support was successfully delivered with existing and new management team in place. Transferring financial management and control back to head office before exiting while employment level back up to 70 plus at point of exit.