

Issues Facing Owner Managed Businesses (OMBs)

How do we manage the next stage of our growth curve in such a way that our infrastructure (accounting systems, HR process, banking & cash flow, operating procedures) keep pace with but do not out strip the rate of growth?

How do we prepare for the senior owners retirement/ exit/ sale of the business?

How do we know that we are as profitable/ cash rich as we should be?

How Do We Approach The Projects?

Our approach is neither “one size fits all.” nor constrained by a rigid consulting framework.

Coupled with some simple but effective tools and methods, our experience of helping many clients means we can analyse, prioritise and resolve the issues in a practical way.

We provide you with easy to understand ways of analysing business issues, processes, risks and controls.

In recent years some of the clients we have worked include:

Prudential
NHS in Scotland
Datamine
Paymentsshield
Bankhall
Amplefuture
First National Telecomms
Mazars LLP

Management Information

What were the Issues?

Disparate management information systems had evolved over time, leading to a general lack of confidence in the information produced.

Fragmented information sources leading to conflicting versions of the key data.

Inefficient and time consuming process to compile management reports with a significant duplication of effort.

Generation of excessive volumes of inadequately focussed information.

Inability to coherently structure relevant information from different areas of the business.

All this undermined the ability of the management team to realise their vision for the business.

How did we help them?

Transformed confidence in the quality and accuracy of the data used to create the management information.

Eliminated the root causes of conflicting information by defining the sources and processes for data extraction.

Largely automated process for compiling the MI frees up valuable time for analysis and value added activities.

Key Performance Indicators clearly defined and supported by drill downs within the MI pack.

Clear presentation of the businesses value drivers and KPIs facilitating improved decision making. With new insights into the detailed profitability by business stream from combining cost and revenues information.

We can conduct a review of your existing Management Information, benchmarking against current best practice and produce a report identifying the areas where your reporting could be improved.

Strategy Review

What were the Issues?

Successful growing business but lack of awareness of Value Drivers, Market or Sales Focus and Financial Analysis.

No management or staff development structure/process.

Multiple business processes and data systems with overlaps, duplications and also gaps and no co-ordination.

The directors managing ‘functionally’ and as ‘equals’ – no leadership or corporate direction.

How did we help?

Consensus and understanding throughout the organisation of overall business direction and tactical approaches to get there.

Clear definition & understanding of brand values & culture.

Clear presentation of the businesses value drivers and KPIs facilitating improved decision making.

New insights into the detailed profitability by business stream.

Selection & Implementation of Accounting System

What were the Issues?

Highly profitable and growing business operating in ten countries but without integrated business and accounting systems.

Lack of management time and insufficient in-house accounting skills to draw up specifications, liaise with suppliers and configure the system and project manage the implementation.

How did we help?

Quickly understand organisational objectives for the Project and screened out inappropriate suppliers and systems.

Specified requirements, liaising with selected short list of suppliers, assisted with review board and final selection process.

Configured system for use by organisation’s ‘non accounting’ users, implemented and trained all staff.

Business Health Check

Drawing on a combined experience of 50 years in General Management, Finance, Consultancy, IT and Projects in both private and public sector, the Erskine Park team have drawn up a practical tool for business analysis identifying some of the performance issues facing business and what can be done to ensure excellence.

- **Strategy**
- **Understanding the Market(s)**
- **Understanding how the organisation adds value**
- **Company Culture**
- **People selection, development & management**
- **Management Information**
- **Stakeholder Relationship Management**
- **Innovation**
- **Back Office including Business Continuity & Risk Management**
- **Front Office including Sales Performance Management**

Project Health Check

We conduct an independent review of your Project Set up, Project Management and Benefits Realisation against both your internal standards and best practice within the sector.

Who Delivers These Services?

Erskine Park Ltd. provide business services via a team of skilled and experienced consultants from a variety of business, accountancy and project management backgrounds. This team are all competent in delivering business solutions across a wide range of implementation environments and business sectors and situations.

People are important at Erskine Park and high value is placed on people interaction and people management skills.

[Houston Ayre](#)

[David Teed](#)

[Nicola McLelland](#)

[Graeme Bell](#)

[Alison Downie](#)

[Anne McGregor](#)

[David Mann](#)

[Ted Bonar](#)

The Managing Director is -

[Houston Ayre \[BSc Hons; FCCA; AIBC; Dip HIM\]](#)

BUSINESS & PROJECT MANAGEMENT SPECIALIST

with experience in interim management, strategy and business planning, project management and systems implementations, process improvement and cost reduction programmes, business continuity planning & management, multi-million pound business case developments; operating in software, financial services, healthcare, telecoms, public sector.

EXECUTIVE DIRECTOR

with 18 years operational and commercial experience in both private and public sectors and exposure to profit centre responsibility and all aspects of risk management.



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