

Non-Executive Directors

Giving your company a
Strategic Advantage



LAUDIS
Business Advisors

Maximising Profit, Value and Time

Have you considered appoint

“Non-executive directors are a resource seriously under utilized by small and medium sized businesses... There is evidence that businesses that access and exploit non-executive directors as an intellectual resources perform better in the long run than businesses that do not. In the past, non-executive directors have been perceived as only being suitable for larger companies. Increasingly however, small and medium sized businesses are realizing the possibilities”.

Invest Northern Ireland

“Non-executive directors (NEDs) have often held a strategic and political role in larger companies. But now, smaller businesses and start-ups are cottoning on to the fact that having one can be a valuable asset, providing a source of impartial business advice, experience and contacts... The NED is there to make sure that the company is operating to its full potential and that its interests are protected. There are manifold benefits to having an NED”.

Business Wings

“For entrepreneurs looking for strategic advice, a non-executive can be a fast-track to commercial wisdom, astute introductions and constructive criticism of your strategy”.

Daily Telegraph

“In these tough times, it’s important that you take advantage of every opportunity to keep ahead in your market. So why not add experience at senior level with a non-executive director”

Institute of Directors

ing a Non-Executive Director?

“Non-Executive Board Members provide a valuable external perspective and ensure that executive members of the Management Board are supported and constructively challenged in their role”.

Dept for Business, Innovation & Skills



“All corporate entities, no matter what size or status, will benefit from the experience that a good non-executive director can bring. Non-executive directors play a key role in corporate decision-making. They can make valuable contributions in determining corporate strategy and can provide guidance on achieving strategic goals and the allocation of corporate resources to support strategic plans. The independence, objectivity and business acumen of non-executive directors complements the detailed knowledge and experience of executive management”.

Price Waterhouse Coopers

What Skills and Experience are needed from a Non-Executive Director?

We believe that you should be looking for a combination of the following when selecting a NED suitable for your company:

- 】 Someone you can respect
- 】 Someone you can trust
- 】 Someone you can get on with - you are going to have to work with them
- 】 Someone with good judgement
- 】 Someone with a credible background of relevant experience
- 】 Someone who will give constructive criticism
- 】 Someone will have their own opinions, and not just say yes to you all the time - they should be independent
- 】 Someone with some knowledge of growing companies or the specific areas you are most interested in
- 】 Someone who has knowledge of preparing companies for sale - this should always be part of your thinking
- 】 Someone who has had real experience of lots of business transactions
- 】 Someone who is well connected
- 】 Someone is financially aware and astute
- 】 Someone who is commercially aware
- 】 Someone who understands the importance of Corporate Governance
- 】 Someone who is willing to get their hands dirty from time to time

Who are we?

JOHN PANCZAK

John trained as a Chartered Accountant with PwC, and has many years experience at FD level in entrepreneurial fast growth high technology companies. He has been involved in several early stage VC backed companies, and was a co-founder of a biotechnology company which raised £3m in first round finance, and FD at a technology licensing company. He was also Group FD of an international software company that floated on AIM raising £20m+.

Building on his financial expertise John then became European Commercial Director negotiating large contracts for a software services company and was Chairman of a division of the company. He has extensive knowledge of the issues involved with growing quickly and profitably, and is very keen to ensure that LAUDIS clients develop business models that enable them to build quality revenue streams while providing their clients with an ongoing very high quality service. His style is pragmatic and friendly.

NICK RICHARDS

Nick has been in business for over 25 years at board level, as Commercial Director, Managing Director, Non-Executive Director and Chairman. Nick comes armed with a wealth of experience in business planning, growth, restructuring, mergers, acquisitions and company sales, sales and marketing including brand creation and development. Nick has also raised substantial venture capital from international investors.

Nick is passionate about business. His interest is in helping small and medium sized businesses (from the very small up to around £50 million turnover) to maximise profitability, plan for the future, and to focus on the core issues that really matter and will shape their business.



IF YOU ARE CONSIDERING ENGAGING A NON-EXECUTIVE DIRECTOR CONTACT US NOW FOR A FREE, NO OBLIGATION MEETING

Contact us now – you have nothing to lose!

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