

Extraordinary Business Performance



LAUDIS
Business Advisors

Maximising Profit, Value and Time

LAUDIS are seeking ambitious business owners/directors who wish to fast-track success for themselves and their business by:

MAXIMISING

Profitability
Value



IMPROVING

Cash-Flow
Work-Life Balance



PLANNING

For Success
For Exit



Many business owners and managers find themselves too busy to really analyse their company; to think about, define and plan where it is going and how it is going to get there. Even if you have the time, often it is difficult to take an independent, clear view of the business simply because you are so embroiled in day to day activities. LAUDIS believes the objective should be to achieve a comfortable work-life balance while still having a successful, highly profitable, well managed business. These day to day activities are important of course but often they prevent you from driving the kind of strategic initiatives that can enable your business to achieve truly outstanding results.

LAUDIS believes that it is important for all business owners to have independent senior people who can help them think through strategic and operational decisions. We are on your side, but ask the difficult

questions, and make sure your plans are workable. We tend to work with clients from a day to a few days a month. You then have access to senior level people on a part-time basis, e.g. as a Non-Exec Director or FD, but at a fraction of the cost of a full time person.

Our goal is never to be a net cost to your business but to add significant value. LAUDIS offers a free, no obligation exploratory meeting to discuss your vision and aspirations. We are experienced business people, not management consultants or business coaches who have never worked in a real business themselves. So we speak your language and understand the pressures. Not only that but you can depend on us.

LAUDIS offers a range of fixed-price monthly packages that can be tailored to your business's requirements. We can also help with one-off projects as required.



How can we help?

If you are looking to grow your business, increase profitability and value, then LAUDIS can help. Our services are tailored to suit your requirements, but can include:

- 】 Helping to develop and then execute a workable strategy and business plan
- 】 Financial Planning
- 】 Working with you on an ongoing basis, implementing agreed initiatives and helping ensure your personal and business goals are met
- 】 Devising an exit or succession plan and working together to maximise value in advance of a sale
- 】 Cash-flow improvement strategies
- 】 Cost reduction and efficiency improvement strategies
- 】 Conducting a brief overview of the business, and providing a report and recommendations
- 】 Conducting a complete business 'audit'
- 】 Assistance with fund raising from VC's, business angel investors, banks or leasing companies
- 】 Joining your board as a non-executive director or part-time FD at a fraction of the cost of a full-time person
- 】 Developing and launching new products or services
- 】 Negotiating T&C's with clients and suppliers
- 】 Help with digital and other marketing strategies
- 】 Through our specialist associates selling your business at maximum value

LAUDIS works with a small trusted team of specialist associates who can offer additional services, such as Human Resources, IT, Web Design, Digital Marketing, M & A/Corporate Finance services and more.

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 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 WANT TO ACHIEVE OUTSTANDING RESULTS FOR YOUR BUSINESS PLEASE CONTACT LAUDIS FOR A FREE, NO OBLIGATION MEETING

Contact us now – you have nothing to lose!

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