

Background and Problem

A family run business was growing at a very fast rate and were worried that their growth may give them problems in the future.

The management team was too busy servicing the growth to fully get to grips with the future needs of the business and were always reacting rather than planning.

Actions Taken

A strategic review of the business was undertaken, a needs analysis was created and a three year business plan was produced.

Funding for growth was put in place in the form of flexible invoice discounting and regular management and planning meetings were organised.

The Result

Turnover has increased 300% since the plan was put into place, the company has had to move too double the size of premises, the flexible invoice discounting has removed the fear of over trading and all decisions are now made in a well planned and structured way.

**If you want to find out more about any of the areas covered in this case study
and how we can support your business – contact us today.**