

PERFORMANCE

STRATEGY

CASHFLOW

PROFITABILITY

BUSINESS REVIEWS

INTEGRATED BUSINESS SOLUTIONS

BUSINESS PLANNING

GROWTH

CORPORATE FINANCE

INCREASING

FINANCIAL FORECASTING



ENGELHARD
CONSULTING

BUSINESS & CORPORATE ADVISORS

www.engelhardconsulting.com.au

Engelhard Consulting is a team of highly qualified, dynamic business and corporate consultants who have considerable experience and professional training in managing businesses through difficult times, times of uncertainty and times of growth.



Established in 2001 Engelhard Consulting have assisted many businesses, adopting a “hands on” approach by working closely alongside their clients to identify and manage risks, improve profitability, cash flow and the overall performance and value of the business.

Engelhard Consulting's point of difference is offering their clients a broad scope of expertise across all areas of business operation, demonstrated by the success of our clients businesses both in Australia and overseas.

STRATEGIC BUSINESS REVIEWS

Engelhard Consulting offers comprehensive, cost effective, Strategic Business Reviews which incorporate a financial, operational and marketing assessment of your business.

We will quickly assess the current performance of your business and provide you with a detailed report, outlining our findings that detail the areas and methods of improving your business performance.

Thereafter we can work with you and your management team to implement the strategies needed to improve performance, communicate with key stakeholders (shareholders, financiers, suppliers etc) to build their support of your business, and explore and implement other initiatives designed to improve the ongoing performance of your business.

FINANCIAL FORECASTS

Engelhard Consulting uses WinForecast Professional to facilitate the development of short, medium and long-term Financial Forecasts. WinForecast is a powerful financial modelling software package that produces "three way" integrated Financial Forecasts of profit and loss, balance sheet, cash flow, funds flow and key financial ratios.

We have developed comprehensive templates and questionnaires that allow us to quickly and efficiently produce meaningful and well presented Financial Forecasts. Actual accounting data can easily be incorporated into your forecasts to provide you with valuable information to assess how your business is performing against your forecasted expectations. The Financial Forecasts prepared are readily presentable to bankers, investors or potential purchasers.

BUSINESS ASSESSMENTS

Whether you are thinking about buying, selling or establishing a business, Engelhard Consulting will thoroughly examine the feasibility of any business or business proposal.

We will provide you with a comprehensive report including projected financial forecasts that include profit and loss, balance sheet and cash flow forecasts, allowing you to make an informed decision before proceeding.

BUSINESS PLANNING

The starting point for any new or expanding business is a Business Plan. This provides your business with the blue print to guide you towards achieving your desired goals.

A Business Plan will enable you to take an objective look at your business, identify areas of strength and weakness, pinpoint needs that might otherwise be overlooked and eliminate problems before they arise. It also provides a reference point to assess how the business is performing to your original expectations.

CORPORATE FINANCE

Our extensive network of financiers and private equity investors gives us the ability to provide you with the right mix of debt and equity to effectively fund your business. We have strong relationships with all of the major banks and have a clear understanding of their lending requirements. This understanding allows us to package up your finance proposal appropriately, giving you the best chance of obtaining the finance you require.

BUSINESS MENTORING

Being a business owner can be a lonely existence. Engelhard Consulting, by adopting that "hands on" approach, can support and guide business owners and management through the myriad of issues facing their business each day.

We draw on our broad range of industry experience to provide you with insightful and valuable advice to take your business forward.

What makes us Different?

IDENTIFY CLIENT'S NEEDS

We listen closely to our clients specific needs, focussing on understanding their problems and assisting them to achieve their potential

BALANCED APPROACH

Our balanced blend of commercial and technical accounting and finance skills, combined with a strategic approach to all projects delivers high quality, practical end results to our clients and their businesses.

CLIENT PARTNERING

We are committed to "partnering" our clients to ensure their ongoing success.

RESPONSIVE

The direct involvement of the Partners of Engelhard Consulting allows for rapid and flexible responses to situations that may arise where decisive and impromptu decisions need to be made.

SENIOR MANAGEMENT INVOLVEMENT

Engelhard Consulting' Partners are directly involved with all clients and adopt the hands on approach to each engagement.

CONFIDENTIALITY

We apply the highest levels of discretion and confidentiality to all work undertaken for our clients

So when should you engage us?

- Ⓢ if you lack accountability in your business.
- Ⓢ if you need to improve cash flow
- Ⓢ if your business is in financial crisis
- Ⓢ if you need assistance to raise finance and/or equity
- Ⓢ if you need to improve sales and/or margins
- Ⓢ if you have ATO or superannuation arrears
- Ⓢ if you have limited, or no vision of the future cashflow requirements of the business
- Ⓢ if the covenants with your financiers have been or are likely to be breached
- Ⓢ if you want to reduce the level of debt in your business
- Ⓢ if you need assistance in producing a new strategic business plan
- Ⓢ if you are seeking to improve overall business performance
- Ⓢ if you desire robust systems and controls to help you manage your business
- Ⓢ if you are seeking corporate finance
- Ⓢ If you are looking to refinance your current business finance facilities
- Ⓢ if you are planning to sell your business or non-core assets
- Ⓢ if you simply need objective unbiased advice.

*...when you need commercial accounting,
business and strategic advice.*

OTHER SERVICES AVAILABLE TO ENGELHARD CONSULTING CLIENTS

Engelhard Consulting, through their affiliate, Platinum Mix, are able to offer their clients a suite of marketing services including ;

- Ⓢ Marketing Plans and Strategies
- Ⓢ Marketing Communications
- Ⓢ Brand Development
- Ⓢ Web Development
- Ⓢ eMarketing
- Ⓢ Marketing Advice and Guidance

Providing access to the value added services of marketing gives Engelhard Consulting clients a fully integrated business solutions package.