

Experts Register Search Definitions

Financial Planning

Performance & Efficiency - Ensuring that you are maximising profits and cash flow by taking a commercial approach to running the business.

Funding - Ensuring you have adequate cash, investment and working capital to grow and expand the business. Help in getting through a cash crisis.

Systems & Accounting - Help with financial accounting and project management reporting systems to ensure accurate reports for board meetings. This enables better control of time and costs expended on projects.

Mergers & Acquisitions - Grooming your business into shape that makes it attractive for someone to buy. Help in finding buyer and negotiating a sale.

Financial Management & Budgeting - Clear financial management reporting formats specially applicable to design groups to aid better financial planning, budgeting, target setting and cost control.

Business Processes

Business Strategy & Planning - Help in putting together a business plan and strategy that ensures that the business grows and prospers.

Business Diagnostics - Reviewing your business and benchmarking to identify the strengths and weaknesses in your business.

Process Management - Ensuring that you have the right systems in place to maximise efficiency and effectiveness.

Project Management - Organising and managing your resources to complete projects within the defined scope, time and budget to your client's satisfaction.

Marketing

New Business Development - Developing campaigns to convert prospects in new market sectors and client companies.

Marketing Strategy & Planning - Developing your market positioning, targeting markets and generic sales propositions. Creating a resource-based action plan identifying people, materials, time, and budgets.

Client Retention & Development - Help in putting together a client relationship management strategy and plan to help you to satisfy, retain and proactively develop your clients.

Procurement - Helping you to work successfully with your client procurement teams to get a win:win situation in place.

Legal & Ethical

Intellectual Property Rights - Advice and guidance on how to register your rights to protect your ideas and what action to take when your rights are infringed.

Trademarks - Helping you with the registration of your own trademark to protect your work.

Health & Safety - Legal compliance, ensuring a healthy and safe workplace environment for all employees, workers and visitors.

Client/Consultancy Contracts - Assisting you in putting together and negotiating with client procurement teams on all aspects of a contract.

Terms & Conditions - Putting together all aspects of the contract.

People

Human Resource Management - Policies and procedures to ensure a motivated and justly rewarded labour force which will meet business needs.

Appraisal Systems - Establishing future priorities, including career development and training needs.

Staff Development & Training Plan - Working with management and staff to analyse training needs. Formulating a budgeted and timed training plan.

Employment Contracts/Handbook - Helping you describe the employment relationship between employer and employee, encompassing legal requirements and tailored to meet the employer's needs.

Coaching - One-to-one training, guidance and advice on business vision and values, team management, leadership, strategic marketing and creativity.

Mentoring - Linking an experienced person with a junior to provide perspective and confidential guidance in setting goals, schedules and evaluation procedures.

Training - Tailor-made in-house training courses on presenting, selling, negotiating and resource management, and technical skills such as software use.