

# Business strategy and planning

Our business strategy and planning services include:

- planning for the future
- value improvement
- improving efficiency
- exit and succession planning.

## **Planning for the future**

We work closely with you to formulate a clear and definite business strategy for long-term business success.

Knowing exactly where your business is now and where you want it to be in the future is all in the planning.

With our commercial acumen and accountancy skills we will help you improve your profitability and efficiency, assess risks and ultimately achieve your business goals.

Our specialist workshops, led by one of our trained facilitators, will enable you to clarify the vision for the future of your business and help you formulate a detailed action plan of how this can be achieved.

## **Improving the value of your business**

First and foremost we are business people. We know and understand how to run and develop a business.

We have devised an evaluation and action process that is easy to understand and will lead to a clear plan of how to increase the value of your business.

**A fresh approach to business**

Once the value has been established we then explore the areas which need to be improved and address these with you in a series of workshops. This information is then converted into an action plan with deadlines and responsibilities.

## **Improving efficiency and reducing waste**

Research has shown that many businesses can reduce their costs by as much as 20% yet do not invest the time to identify how these savings can be made.

Our efficiency improvement process will enable you to tackle the waste issue head on, make savings on costs and deliver straight to your bottom line.

Working hand in hand with one of our trained facilitators we will identify areas of your business where savings can be made without reducing the performance of the business.

## **Exit and succession planning**

The sale of your business is likely to be one of the most important transactions you will ever make and will take quality advice and planning to realise the best value.

At HWB, we have many years' experience of dealing with sales and transfers and can help you groom your business to achieve the best possible price.