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THE TRANSFORMATION PROCESS

From Good to Great



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PBH

Port Bristol
Holdings Ltd.



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AGENDA

- 01 | Requirements for a Successful Transformation
- 02 | Common Characteristics
- 03 | Stages of Development
- 04 | High-Level Approach
- 05 | Partner vs Consultant

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REQUIREMENTS FOR A SUCCESSFUL TRANSFORMATION



- 1 Corporates large & small require data that allows them to better understand, analyze & report their business**
 - As businesses grow it takes more than gut instinct to get by. What the owner may know instinctively may not be readily understood by others within the business.
- 2 They require a team of individuals who understand the business to drive the recording, reporting & analysis process in order to ensure timeliness, accuracy & usability**
 - "It's not enough to be busy, so are the ants. The question is, what are we busy about?" - Henry David Thoreau
- 3 Need a supportive management & business partner environment in order to survive**

COMMON CHARACTERISTICS – Prior to Transformation



FUNCTIONAL ISSUES

- Liquidity scores
- Overstock/Understock positions



INSIGHT ISSUES

- Inability to forecast cash flows
- Lack visibility of cost drivers



TRANSACTIONAL ISSUES

- Trouble with creditors (banks & suppliers)
- Trouble with new business – unable/unsure

STAGES OF DEVELOPMENT



Roles of employees and partners change, as do your goals

STAGE	Accountant	Auditor	Business insight/reporting
Early	Clerk	Accountant	Minimal/Heavily manual

HIGH LEVEL APPROACH

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idea 45% is SALE!

25% time

TEAM

MARKETING

MARKET



BUSINESS



ACCOUNTING &



Execution

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BUSINESS REVIEW – Getting to Know You



Without thoughtful evaluation we will not know enough to assess the financials

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PARTNER vs CONSULTANT



PARTNER

CONSULTANT