

Axant's Business360 Review

Axant's Business360 Review is a review of all the key aspects of your business.

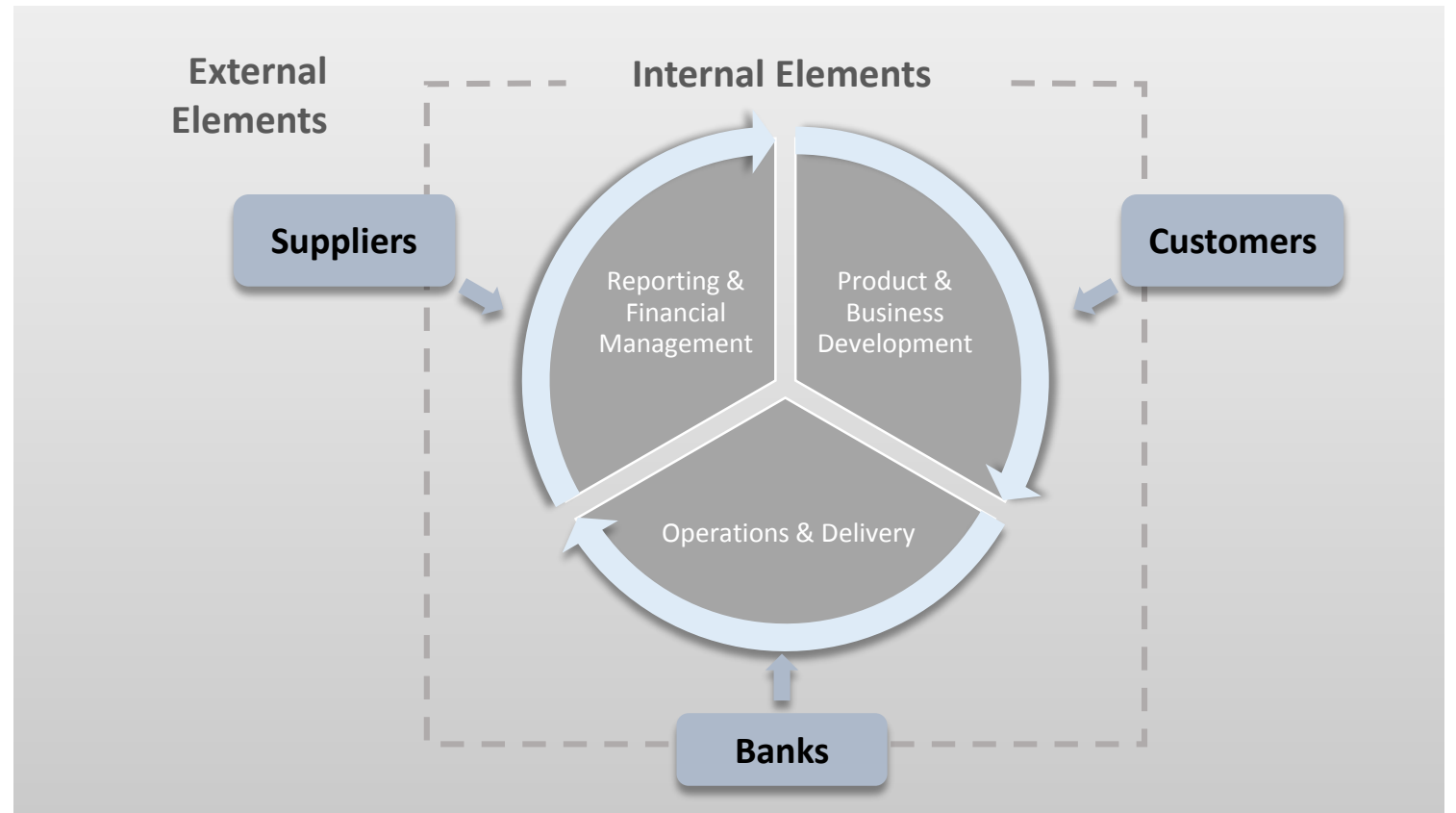
We use the same techniques as used by private equity funds to assess businesses, providing you with a detailed full picture of your business, both internally and externally.

Our principal, Geoff Thomas, has experience as a private equity fund manager, a board member of listed and private companies, and worked inside high growth businesses in operational roles.

We review key areas of your business, and compare your business performance against external metrics, to provide quantitative measures of your business performance.

We then interview customers and key managers to gain a qualitative view of your business, and provide an actionable report.

By providing not only an internal but also external perspective, we build a 360 degree review.



REVIEW

Meet with Management

- Half day kick-off meeting with the owner or general manager
- We follow this up with an operational site review, and interviews with key operational and business development personnel (or just a desk review if you prefer).

Customers

- Interview your key customers, on or off the record, on why they deal with you, who your competitors are, and how your business compares with them
- Review how your business development process brings sales through the door

Operations

- Review how you manage your internal processes through your ERP system
- Review whether management is getting timely, accurate information

Financials

- Review financial and banking data of your business
- Review your working capital requirements

Suppliers

- Obtain the credit risk report that your suppliers use to assess your creditworthiness

Government assistance

- Review whether you are using the full array of concessions, such as R&D Tax Concessions and grants which state and federal governments offer

REPORT

Financial Report

- Assessment of your financial position, and metrics of financial performance against listed peers
- Analysis of base and peak working capital requirements
- Short form report of your Profit & Loss and Balance Sheet over the past three years, with trends analysed
- Summary of your banking position, true interest rates including fees, and lending covenants
- Credit Risk report
- Available grants

Customer Report

- Commentary from your customers
- Selling themes that would assist your sales effort

Valuation Report

- An assessment of the valuation of the business

Operational Report

- Qualitative observation of your processes:
- In operations,
- In sales, and
- In management reporting
- Quantitative assessment of the working capital and asset efficiency of the business, compared with your listed peers in Australia, US and elsewhere

Action Report

- A dot point, actionable plan identifying areas for improvement in the business, both internally and with customers and suppliers
- The Review completes with a half day conclusions workshop with the owner or general manager, and key staff

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