



richardson groves

Accountants, Business and Tax Consultants

The One Solution Group at Richardson Groves can provide you with the expertise you need when buying or selling a business, when looking at ways to develop your business or how to raise or re-structure finance for your business.

Try our exclusive new services and discover the benefits.

Mergers and Acquisitions

The team at OSG provide a complete service to SME owners who wish to sell all or part of their existing business, including helping construct Management Buyout groups and introducing finance sources. An Acquisition can make commercial sense when additional volume business improves profit by adding turnover without the associated fixed costs. Here OSG can find potential targets, assist with negotiations and arrange for the necessary due diligence reviews. Fees are quoted per specific assignment

Business Valuations

The OSG model takes the historic accounts of a business and combines them with financial projections to analyse the business to establish the true underlying profitability and cash generation. This enables a view of value to be expressed using a minimum of three alternative methods and highlights the key points that can be enhanced to improve sale potential.

Business Forecasts

OSG use specialised software to be able to produce financial projections for up to five years forward that enables all the variables to be considered. The normal use for this extensive piece of work is in support of applications for funding where it is critical to see the impact of different capital sources compared to the business profit potential and working capital needs. The final document provides a clear set of calculations of funding needs, as well as the detail for gross margins, profit and loss, cash flow and balance sheet.

Business Planning

Where a business is planning expansion that usually also requires long term additional finance. If the business has a completed business plan it will significantly lower the commercial risk of that expansion, because all the key areas will have been considered and resolutions achieved to any issues. Because the risk is known to be lowered, it has become routine for lenders to require a full written plan to accompany the financial projections. OSG is experienced in assisting the preparation of these plans and has a number of structural frameworks to provide a start point.

RG Quick Forecast Model

This is a simplified version of the full business forecast and takes opening data and the estimated next 12 months profit and loss to generate a concentrated report that provides projected break even turnover, cash flows, profit and loss and balance sheet. It allows the movement of the Return on capital and gross margins to be monitored or even set as a required benchmark. In addition a short commentary is provided to highlight possible actions to improve cash or profitability.

Company Sales

There are a number of ways for an owner to exit a business and each of these strategies will be discussed to ensure that the preferred route is identified. A valuation is the first key step and then, if

external purchasers are sought, the business will be marketed actively after thorough research of targets. The team then vet applicants provide detailed business information by way of an Information Memorandum and aid negotiations with an identified purchaser. At each stage confidentiality is paramount.

Fees are paid in stages for identified pieces of work:

Company Acquisitions

This is often a new experience for the potential purchaser; we therefore hold an acquisition workshop to lead a purchaser through the steps in a standard acquisition. During this process we will help the client identify the characteristics of the business they wish to acquire. This forms the basis to identify and market to potential targets and lead negotiations to come to a successful conclusion.

Forensic Accounting

Where there is legal action between parties it may be necessary for solicitors or the courts to request an expert opinion. These reports have to be in compliance with the requirements under the Civil Procedure Rules 1998. We prepare these reports in the proper legal format and can act as experts, joint experts or advisors as required.

Business Negotiations

Sometimes a deal needs to be negotiated by a third party to prevent the emotion that can arise by negotiating on your own behalf. OSG have experienced people that can take some of the weight away by acting as advisors and negotiators.

Marketing Plans

Businesses benefit from a well-thought out and integrated formal marketing plan. It helps to crystallise ideas and provide a benchmark against which measurements of achievement can be made. OSG have a qualified marketing professional in their team who can help companies construct these plans and generate marketing ideas.

Business Advisor

Directors can feel that, due to the pressure of day-to-day activities, they need to get some additional help in monitoring the company's performance, testing their ideas and ensuring that plans are followed through. OSG have people who are experienced at a Board level and can provide this challenge by attendance at Board meetings or by other regular scheduled interventions.

Richardson Groves is a Bath based accountancy practice with five partners and forty professionals. The One Solution Group is the advisory and consulting division of Richardson Groves, dealing with mergers and acquisitions of SME businesses and providing a centre for financial information and advice to their clients. The principal activities and outline costs are summarised above.

Call me to find out more

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