

Creating a Strong Board and Business Vision

THE PROBLEM

A specialist project management company was failing to exploit its full market potential. Diversification, consolidation of the senior team and firm business vision, were required to improve their performance over the next five years.

THE SOLUTION

Diligencia was employed by the business principal and main shareholder to undertake an independent business review and management assessment and later to implement any necessary changes.

Having explored the company's financial position, taking into account shareholder expectations and following an assessment of key capabilities, Diligencia recommended changes to the management structure, a new MD and the recruitment of other key skill sets.

THE RESULTS

So valued was Diligencia's strategic advice, they were retained on a bi-annual basis. Following our recommendations the business embraced a more multi-faceted commercial approach that succeeded in attracting new customers and securing significant new contracts. Profit margins have improved, the balance sheet is healthier and reliance on external finance had reduced.



TESTIMONIAL

“Diligencia examined every facet of the business and we had a number of frank exchanges of views. It has not been a totally painless ride but I am delighted with the business transformation that we have achieved with Diligencia's support. Indeed – transformation is the key word.”