

Your Business Adviser - KPIs, Cashflow, Advice

The Issue

You know your business and industry. You are looking for guidance on how to drive the business performance, understand cashflow and talk regularly about what is going on in the industry and generally have someone to bounce things off. You want to take positive steps to achieve business and personal goals.

What we do for you

Our clients know their business but would appreciate having someone run the measure over business performance on a regular basis and also being able to sound out on matters generally.

We can work with you to build a sound management platform so that we can meet with you regularly, review the business and provide the advice that you need – become Your Business Adviser, helping you to be successful with regular practice insights and advice, and achieve your business and personal goals.

Our engagement as your business adviser works as follows:

- a. The success of the engagement is good data and management practices.
- b. We work with your admin and bookkeeping team to:
 - Ensure data is being processed correctly
 - Ensure the right data is being captured so that KPIs can be measured and reported
 - Budgets are put into the online accounting files to enable actual vs budget comparisons (just one part of our focus)
 - Ensure that cashflow management is in place.
- c. Annually, we will work with you to prepare a budget and cashflow forecast. You may also wish to engage our Strategy services to put more detail and intent behind these forecasts, or we can work with you in a practical way based on prior year results.
- d. The forecasts include key benchmarks and KPIs which we can measure and leverage in our Adviser meetings. We also ensure we are aware of key industry benchmarks for your business.
- e. We recommend meeting quarterly. A reporting calendar is put in place, setting down when the quarter is closed, and data is made available to our team. We are promoters of quick month-end closes, which means data collection and processing needs to be systemised and the process followed.

- f. We prepare for our meeting, having available –
 - Actual vs Budget Profit, Cashflow, benchmarks and KPIs
 - Dashboard reporting highlighting the trend in the above
 - Information is made available to you prior to the meeting. We may utilise online dashboards which you can access or report to you directly.
- g. We meet to review all of the above, noting any decisions or enquiries raised, providing guidance on how to leverage KPIs based on trends. We suggest these meetings take place in an environment where you are not distracted by work. This may mean meeting simply in a board room at your office, or a coffee shop nearby, at your home, or at our office. We are happy to come to you.
- h. Minutes and actions from the meeting are summarised.
- i. During the quarter, we keep in touch by phone or email on issues, queries and actions.

The Benefits

The benefits to you are:

1. Your business processing is directed towards management purposes, not just compliance.
2. You are taking positive steps to manage and improve your business or group.
3. Regular engagement of our “sounding board” will give you consistent and valuable direction on a regular basis.
4. The “why” of your business is given airtime and creates a stronger purpose and better outcomes.
5. Our value to you is maximised. Compliance is just the outcome of work already done. Strategy is using the skills that we both have, together with your knowledge of your business, to help you be more successful.

What's next

Contact UHY to arrange a discussion about how we can best assist you. Connect with us and connect to possibility.