



MIM Management Services

Update March 2011



Partners



Lee Baines

B. Eng

- CPEng, Naval Architect
- 30 + years experience in ship design, ship building, ship repair, construction, heavy engineering, mine services
- Former GM Goninan HEO
- Experienced Management Consultant



What we do ?

- **Consulting Services** - supporting engineering, scientific & technical businesses (for >12 years) involved in:
 - **M**ining
 - **I**ndustrial
 - **M**arine
 - > 70 clients in 12 years; 264 major projects; >90% repeat business; 99% referrals



Four Key Areas

- Strategic Development
- Financial Modelling & Assessment
- Business Review & Improvement
- Executive Support



Strategic Development



- **Strategic Planning** – Highly refined and efficient planning techniques
- **Business Planning** – Strategic plan, financial plan, operations plan
- **Innovation Assessment** – ‘Innovation Assessment Software to measure ‘how innovative are you’
- **“Ready for Sale”** – preparing your business for sale to optimise returns. Succession planning – how ready are you?



Business Performance Improvement



- **Business Review** – internally developed systems & processes to determine the operating & financial performance of your business
- **Management Review** – internally developed software designed to audit & measure management performance
- **Financial Diagnostics** – software to assess financial performance & financial modeling for budgets & cash flow projections
- **Business Systems** – internally developed cash flow management tool, dedicated databases, estimating system. Find a problem, fix a problem



Executive Support



Executive level skills on a short to medium term basis to assist with:

Strategies for:

- Marketing
- Growth
- Acquisitions & Divestments
- New product launches

Grant applications – COMET,
Commercialisation Australia Ready, etc.



Financial Assistance



Forecasts

- Simulation events – ‘what if’?
- Cash flow projections
- Profit & Loss
- Balance Sheet

Cash Flow Monitoring Software



- **For more information:**

- www.mimms.com.au

- **For a free consultation or demonstration session:**

- Registration required
 - Contact Lee Baines or Leanne at MIM (49408838)