



Business Performance Improvement

Management is the engine behind every business. Better management will deliver improved business performance.

MIM Management Services have a number of pre-designed programs and business advisory services that can assist management to identify performance and strategic weaknesses and to assist them to build a more profitable and stronger future.

They are:

Strategic Planning - One of our core activities is to assist businesses to design their future by facilitating the compilation of a strategic plan. This is a powerful management planning activity. Input from the shareholders, Directors and key management personnel is sought from involvement in a special workshop program that is designed to clarify stakeholder goals. This step is undertaken prior to the strategic planning day. Our planning function concludes by utilizing a new business mapping technique that is easy to understand, fast and very effective.

Strategic Watch - To assist you in the implementation of your strategic plan we will prepare a resourced Microsoft Project time schedule including all strategic initiatives. We will come in to your place of work on a quarterly basis, evaluate your progress and mark up the schedule, provide mentoring and training to ensure your staff are progressing as planned and are equipped to effectively implement the initiatives, and help you monitor the implementation of the plan.

Strategic Review - One year after the completion of the strategic plan we will conduct a formal strategic review to evaluate your progress and through a process designed by MIM we will re-evaluate existing strategies and capture new strategies that have to be incorporated as a result of the changing market and business environment.

Management Review - This is a diagnostic tool that we have developed that determines the degree of proficiency of management practices in five key areas of your business. It is akin to undertaking an "X-Ray" of your management structure that will highlight strengths and weaknesses in your business management practices and processes.

Financial Diagnostics - We can provide a comprehensive financial diagnostic service using state-of-the-art software that will identify business value drivers that will lead to key financial strategies designed to increase cash flow, profits and shareholder value.

Innovation Assessment - We have developed an innovation assessment tool that will determine how innovative your business is and where it can help to differentiate you from your competitors. It will also determine how ready your business is in terms of expanding the levels of innovation.

Business Planning - The recommended step after strategic planning is to expand on the core strategies by developing a full business plan. This comprehensive plan incorporates a financial model that projects profit and capital requirements based on the strategies developed. Operational action plans, management improvements and performance measuring tools are designed around output from the financial, management and innovation diagnostic tools and by building on the strategies designed in the strategic planning process.

Financial Reporting and Diagnostic Services - Most accounting advisers provide services to businesses that assist with tax accounting and tax optimisation. This is essential, however, too many business do not have their management accounts structured to give meaningful information that will assist with the interpretation of their business performance. We can assist with improved financial performance analysis and reporting structures.

"Ready for Sale" - It is an important consideration to commence to structure your business "ready for sale" at an early point in time. This will involve succession planning, codifying technologies, structuring the management of the business, implementing the business plan and ensuring reporting systems are accurate and efficient. This will allow management of the business independent of the founder, thus encouraging a new investor to purchase a business managed by more than just one key person.

Financial Modeling - We have specialist software and skills to simulate a new or existing business and complete a budget or forecast including profit & loss, cash flow and balance sheet projections. This tool can also be used for investment comparatives using discounted cash flow analysis.

MIM Management Services

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