

# Better Financial Control

## Programme Introduction

**Do you know your current level of profitability? Do you have the right figures at the right time? Do you trust your figures? Need help understanding the figures and key ratios?**

This programme is designed for SME businesses owners needing to secure better financial management disciplines to improve and understand the commercial and financial management of their business.

The programme offers owners a commercially driven outsourced financial management support. It provides advice and skills to help you understand and control your financial management - better financial awareness leads to better decisions which lead to better profits.

The key objective of the programme is to support owners and managers to gain greater awareness and interpretation of the financial issues - so that better commercial decisions are made across the business.

The key aims

1. To understand your profitability and cash position better
2. To manage financial controls better
3. To manage cost and sales pricing better
4. To create better monthly accounts
5. To plan better with budgets and forecasts – so that there are no surprises!

## Programme Outline

### Stage 1 Financial Control

*We work with clients to assist the implementation of financial control procedures*

- ◆ Accurate gross margin reporting
- ◆ Regular accounting reviews
- ◆ Full invoice controls
- ◆ Asset management control

### Stage 2 Financial Planning

*We support clients in introducing practical financial planning initiatives according to size and risks*

- ◆ Budget controls
- ◆ Cash management
- ◆ Three year plans
- ◆ Profit improvement plans

### Stage 3 Management Accounting

*We manage and prepare monthly management accounts and advise on issues*

- ◆ Project profitability
- ◆ Customer profitability
- ◆ Product Profitability
- ◆ Productivity reporting
- ◆ Overhead reporting
- ◆ Key ratios reporting

### Stage 4 Cash & Working Capital Management

*We work with the directors to raise and manage cash levels*

- ◆ Aged debtors reporting
- ◆ Aged creditors reporting
- ◆ Inventory efficiency reporting
- ◆ Formal cash reporting / forecasting

### Stage 5 Performance Management

*We implement financial targets and reporting to drive management performance*

- ◆ Determine base line valuation
- ◆ Trend Analysis
- ◆ Target setting
- ◆ Manager ownership and understanding

## Stage 6 Revenue And Customs Compliance

*We manage compliance issues*

- ◆ VAT accounting
- ◆ PAYE accounting
- ◆ Corporation Tax
- ◆ Companies House filings

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**Contact Andrew Parker for an informal discussion 07703 418 056**