

LAMBERTASHCROFT



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CONSULTANCY SERVICES

info@lambert-ashcroft.com

www.lambert-ashcroft.com



+44 (0) 333 301 2626



Initial Business Centre
3rd Floor, 207 Regent Street
London W1B 3HH

Consultancy Services

Lambert Ashcroft Consultancy Services Pack

Overview

Lambert Ashcroft is a team of business professionals who offer consultancy support to Start-Ups and SMEs. Our support packages are tailored specifically around the needs of each business, dependent on suitability, time frames and financial budgets.

As consultants, our philosophy is to build genuine long-term relationships by creating a unique combination of complementary professional services you can always rely upon.

Benefits

Today's business requires forward thinking, flexibility and a greater appreciation of the wider marketplace. Analysing your business may seem a laborious task, however, this process is pivotal to highlight fundamental issues that may be presently untreated. This helps focus on the type of support you may need to make your business more efficient, competitive and successful. Lambert Ashcroft can provide you with detailed information that will allow you to make informed decisions that benefit your business in the short, medium and long term.

Process

Lambert Ashcroft offers a free initial consultation to obtain a snapshot of your business and compile a strategic report based on our findings, to assess all aspects of the operation and help formulate a plan of action. Our consultancy rates start from £350 per hour; bespoke packages are available for project related work, subject to agreed terms.

Our goal is to show business owners how to implement attainable targets using effective working practices, without diverting their attention away from the day to day running of their business. This helps create greater stability and allows more freedom to explore longer-term strategy options, instil more intuitive awareness and a give a clearer insight of the bigger picture.



Core Services

Objective analysis - Every business idea, concept or project needs an objective and unbiased opinion to test the viability of a venture before time, money or resources are spent. Lambert Ashcroft provide an assessment to reduce risk and unnecessary financial exposure.

Development strategies - Most serious business people do not have the time or inclination to take on board the idea of a new strategy or system, as they are immersed, blinkered and comfortable with their existing business process.

As a result of this strategies are often based on reaction rather than a pre-emptive or proactive approach to implement new systems, applications or practices.

Lambert Ashcroft can assist by identifying loss centres and growth areas, that may positively impact the business, leaving owners focused on primary tasks to maintain sales and turnover.

Commercial finance - Lambert Ashcroft operate purely as business consultants, however we may discuss, and offer an opinion on funding options to assist clients in finding the best solution. This helps obtain the highest percentage chance of gaining approval by a lender and securing the finance required without damaging credit ratings or creating unnecessary electronic footprints.

We have close relationships with finance providers with access to over 500 reputable lenders including high street banks; many of which specialise in all areas of commercial finance that can be tailored around your business to meet your finance requirements.

Business structures – Failure to monitor and review your business structure objectively leaves your company exposed to changes in economic conditions. Lambert Ashcroft provides a wide range of practical strategies and solutions to maximise opportunities and profitability.

Project management - As a consultancy we can provide a team of experienced project managers to plan, cost and oversee any business project or venture, leaving you free to focus on the main elements of an existing operation.

Lambert Ashcroft retain a broad spectrum of practical hands on experience dealing in a variety of business arenas, ranging from commercial finance, re-finance, venture capital, property acquisition, development and disposal.

We also have an in-depth knowledge of sales, telesales, digital marketing and have been engaged in several green initiatives, including renewable energy projects. In addition, we have specialist market experience within the leisure and healthcare industries, primarily nursing care homes, hotels, nightclubs, bars and casinos.

Branding & Marketing - Getting your product, or service, in front of a target audience is vital to establish a market presence. Digital media now encompasses all aspects of marketing and brand awareness, it is therefore paramount to recognise the importance of this medium and the key role it plays as a communication tool in client and customer engagement. Lambert Ashcroft can sample, review and formulate a plan of action to help you improve your online profile.

Sales Performance Analysis - The analytics we provide highlight margins of individual stock lines or services being sold. This enables you to evaluate the true cost of generating a sale for a specific item or service and identify which are the most profitable.

Sales Support & Training - We offer a variety of training packages tailored to your business needs to help generate more sales revenue, reducing cost of sales, and increasing profit margins. We aim to achieve this by improving the overall performance of your sales team and establish greater control with training modules to improve productivity and consistency.



Specialist Services

Acquisitions & Sales - The acquisition or sale of a business or property is one of the most crucial times when an objective view needs to be maintained, and therefore it makes sense to have an independent assessment conducted before engaging in negotiations or any financial commitment. Lambert Ashcroft offers a number of discretionary services to assist with acquisitions or sales.

Business Plans & Financials - Lambert Ashcroft can produce business plans to outline and support your venture for banking and funding applications. Our professionally prepared plans are in a format recognised by lenders, financial institutions and project developers. They provide an in-depth explanation of the concept or idea to would-be investors or lenders to assess the viability, exposure and full potential of the proposed new venture. Business plans include a breakdown of development costs, cashflows, forecasts and projected income or completed project value.

Cashflow & Budgets - Financial clarity of a business is essential for an owner-operator to make informed decisions, and maintain a proactive approach. Without this information it is impossible to make key decisions regarding basic budgeting, stock purchases, staffing levels and recruitment or expansion. Lambert Ashcroft can assist you by formulating a financial picture of cashflow and budgets quickly to help realise your true position and stay on track.

Accounting & Bookkeeping - Filing accounts and making submissions to Companies House and HMRC are frequently viewed as an accountant's responsibility; however, the liability rests with the business owner, therefore it is vital that proper records are maintained. Lambert Ashcroft has direct access to a selection of highly qualified professionals; these include Accountants, Auditors and Bookkeepers.

HR & Recruitment - Having up-to-date, current HR policies, and contracts are essential not only to protect your business interests but also to attract the right candidates that can improve your business. Lambert Ashcroft works closely with vetted HR providers who have extensive experience, adopt a pragmatic approach, which allows us to offer flexible bespoke solutions tailored to your business needs.

UC Solutions - Rapid improvements in technology and changes in approach to working patterns, has seen a shift in recent years in the rise of remote users. Being able to manage their productivity is key; Lambert Ashcroft has a number of offerings that help to improve your business systems. Unified Communication solutions is helping to lead the way.

We also provide solutions for:

Lambert Ashcroft has access to property agents within London and the Home Counties for off-market high value estates, student accommodation, hotels, PDR sites and other commercial units. If appointed for 'property sourcing' under the terms of our engagement a finder's fee will be applied.





Summary

Lambert Ashcroft's aim, and principal objective is to improve business operations quickly and efficiently. We therefore only work with entities that are serious about achieving this goal. We reserve the right to decline or terminate any consultancy contract should we feel the person(s), behind the business are not suited to our services or recommendations.



Please visit our website
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► CONTACT



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