

AIM-assist

Whole of business review to help AIM companies improve, and promote to market, their efficiency, strategy and protective risk management

AIM-assist Business Review

Articulate the value and potential of your business to the market, current shareholders and future investors through our business review and marketable 'ratings'

A **UNIQUE SERVICE** offering a broad business assessment to reassure shareholders, investors and financiers that the operational management, strategic vision and management of risk in your business are properly addressed.

On behalf of the board we will:

- Undertake a review of internal business operations including physical operations, head office and field management, financial management and human resource management;
- Review your business mission, vision and strategic plans and assess the ability of plans to challenge and drive your organisation forward;
- Examine how the value your business generates is protected by effective risk management, business continuity planning and insurance coverage;
- Provide a written Action Plan Report to management with practical steps for improvement, accompanied by an Efficiency, Strategy and Risk rating which can be promoted by your organisation to external parties (e.g. on your corporate website and within business presentations.) Your rating can be upgraded as you implement Report recommendations.

Efficiency, Strategy and Risk Rating:

This rating system awards a score out of ten for ten key questions across the Strategy, Efficiency and Risk Management categories. The ratings card can be displayed on your website and in your corporate presentations, as a mark of business management quality and professionalism.

To book AIM-assist please refer to the contact form attached. Should you have any queries please call, email or use the enquiry form on our website.

AIM-assist is a trading division of Value Generation Limited, 3rd Floor, Ivy Mill, Crown Street, Manchester, M35 5BG.
Telephone: 01420 540273
Fax: 01420 544098
Email: info@valuegeneration.co.uk
www.valuegeneration.co.uk

Why implement AIM-assist?

We understand that AIM companies have achieved a great deal launching, listing and maintaining their business. In many areas management knowledge is second to none and we rely upon that to implement AIM-assist.

We bring a range of additional business skills that complement your knowledge and skill base, and a fresh perspective, to provide a view of your business that offers opportunities for improved efficiency, business strategy and risk management.

With AIM-assist we do this extremely efficiently, with minimal disruption to your management and operations; and at very little cost, because we believe many of our AIM-assist clients will want to work with us to develop their business in the future.

What are the objectives of AIM-assist?

- To help AIM management articulate the value and potential of their business more effectively;
- To support AIM management in the further improvement of business profitability, strategy and risk management;
- To provide the market, current shareholders and potential investors with a rating mechanism that highlights the quality and professionalism of the management team and provides demonstrable evidence of the value and potential of an individual company.

What does AIM-assist entail?

AIM-assist is a broad scope, efficient and effective whole of business review targeted directly at AIM companies and includes:

- An efficient business review, working with business management to review business operations efficiency, strategy and risk management;
- An Action Plan Report to make significant recommendations to improve business profitability, vision and entity value;
- A three month support service to provide an ongoing source of guidance for business owners implementing recommendations.

AIM-assist is designed to provide AIM business management with an independent review of their business together with sound recommendations and ongoing support to enable them to make the changes necessary to maximise their business profitability and entity value. **AIM-assist also provides management with a strategy, efficiency and risk rating, which can be published externally to demonstrate the quality and potential of the organisation to current shareholders and potential investors.**

Who should use AIM-assist:

AIM-assist is designed for a broad range of AIM business, anything from those operating in the technology sector through to mining, exploration and oil & gas companies.

AIM-assist would be of particular benefit to AIM management:

- With a professional focused management team
- Looking to further improve business efficiencies
- wanting to develop better strategic plans
- concerned that the value they have created for investors needs to be properly protected
- Wishing to demonstrate to the market, current shareholders and potential investors a strong, efficient and resilient business

AIM-assist Director:

David Johnson is a Chartered Accountant with 20 years experience working as an accountant and business adviser. He has worked with hundreds of clients in a diverse range of industries, including a number that have grown substantially both in the UK & overseas and attracted private equity investment.

David works in various business advisory roles and as a non-executive director. He is a founding Director of Value Generation Limited, which is a company dedicated to the provision of business efficiency, strategy and risk management services.

David believes 'AIM companies face substantial, but not insurmountable challenges. In current times business opportunities abound, but AIM companies must build their reputation and market capitalisation to attract and retain investors and secure the funds needed for growth.'

Get in touch to talk through the AIM-assist service!

For AIM-assist enquiries please contact:
AIM-assist, Value Generation Limited, 3rd Floor, Ivy Mill,
Crown Street, Manchester, M35 5BG
Tel: 01420 540273 Fax: 01420 544098
Email: info@valuegeneration.co.uk

A phone call or email costs very little in terms of time or expense. We acknowledge you may be reluctant to incur additional costs for 'business consultancy'. That's why we have kept the cost of **AIM-assist** to the minimum. We want to demonstrate what we can do for your business with minimal time or financial cost to you. We believe many of our clients will wish to continue our working partnership to drive the Action Plan recommendations we put forward.

business review programme

General business introduction and location tour.

Operational review, examining key business processes and day-to-day activities. We will review your relationships with suppliers, overall business process flow and how your business interacts with clients and customers.

Review of resources management including staffing, facilities, equipment & stock. We are looking for healthy resource utilisation, and those areas where your investment in people and return on capital employed can be improved significantly.

Finance and working capital review including cash flow management, funding, creditor and debtor management. We are looking for streamlined finance and accounting ensuring you maximise revenues, manage cash flows and utilise external funding effectively. We also want to see operational overheads controlled and monitored through effective budgets and forecasts.

Forward planning review examining your business objectives, strategic plans, and the measures your business takes to keep on track by monitoring and correcting business performance

Risk review to identify key business risks and what impact risks could have on business operations. We also assess the personal risks to Directors under recent legislative reforms. In addition we review insurance policy protections and examine the extent of business continuity planning (especially where this is required by customers or clients).

Wrap up discussions, covering any remaining areas of query and confirming any follow up information to be supplied.

Implementation schedule for your Action Plan Report and how to get the most from the ongoing support package (i.e. three month email support line.) This support is available to you, on an unlimited and 'as-needed' basis to support your business development.

Contact us now to book your
AIM-assist review at
extremely low cost

AIM-assist: Increased profitability now;
clear objectives for tomorrow; and
always, security

Action Plan Report

There are five sections to your Action Plan Report:

Section 1 – Introduction & Business Analysis: providing an introduction to the *AIM-assist* process and an overall summary of your key business activities;

Section 2 – Business Review - Efficiency: analysing your historic and projected financial performance and the key elements of business operations that drive the operating profitability of your business (specifically designed to highlight areas of weakness or under performance);

Section 3 – Business Review - Strategy: examining business forward planning including the extent and reliability of financial and operating budgets and forecasts; review of, or the necessity for, documented strategic (business) plans and the extent to which the organisation has clear goals and objectives with which management, investors, employees, customers and suppliers can align themselves;

Section 4 – Business Review - Risk: analysing business risks and what could threaten the business in terms of profits, reputation and overall survival; examining the extent of current business protections including insurance coverages, Directors' and Officers' policies and Business Continuity Plans;

Section 5 – Action Plan Summary: providing a summary of the key actions to be taken across all areas of Strategy, Efficiency and Risk management. Steps are clearly specified and rated by order of importance enabling you to focus your efforts on those areas most damaging to your future success, profitability, security and, above all, market capitalisation.

Support Helpline

3 months of continuing support

Implementation of your Action Plan Report recommendations should have a material impact on your reputation, market capitalisation, profitability, business development and operational resilience.

We recognise you may face challenges as you seek to implement the recommendations and want to help you with ongoing questions and queries to help smooth the planned changes in your business.

We do this through an ongoing support service, so that you know assistance is available, as you require, to give you the confidence and guidance you need.

CONTACT FORM

Please contact us regarding:

The AIM-assist service

Name (Mr/Mrs/Ms/Other):

Position:

Telephone:

Fax:

Email:

Organisation:

Address:

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Town/City:

Postcode:

Please contact me to discuss AIM-assist

Please contact me to book AIM-assist

Cost and availability of the AIM-assist service is provided in the right hand panel. You will not receive an invoice from us until the Action Plan Report has been provided to you.

AIM-assist UK cost & availability

Availability:

Following receipt of your instructions we aim to conduct the on-site business review within 4 weeks and to fit in with your requirements and availability.

Our Action Plan Report will be delivered to you within 7 days of our visit.

Cost:

The cost of AIM-assist is dependent on your market capitalisation as follows:

Up to £10mn:

£3,495 plus VAT


Between £10 - £25mn:

£5,495 plus VAT

Between £25 - £50mn:


£7,495 plus VAT


5 easy ways to contact us

 01420 540273

Fax 01420 544098

 www.valuegeneration.co.uk

 info@valuegeneration.co.uk

 AIM-assist Administration
Value Generation Limited
3rd Floor, Ivy Mill, Crown Street,
Manchester, M35 5 BG

Service costs:

Service costs will be dependant upon market capitalisation at the time of booking an AIM-assist review. This amounts to £3,495 plus VAT for companies with a capitalisation up to £10mn, £5,495 plus VAT between £10mn and £25mn and £7,495 plus VAT between £25 - £50mn.

Multi-service discounts:

Each AIM-assist assignment will include a business review undertaken at one location. During our work we will review wider company activities at other locations, however should you wish us to undertake local visits and issue local Action Plan Reports this can be arranged at a reasonable additional fee that we will discuss with you.

Service Standards:

We are determined to provide an exceptional service and have a range of service standards to manage the work we undertake on your behalf. This includes a promise to respond to your enquiries within a reasonable period; to arrange a

Business Review visit within 4 weeks of your booking and to deliver your Action Plan Report within 7 working days of our Business Review visit.

Payment:

Payment is due on presentation of invoice by cheque payable to Value Generation Limited. An invoice will not be raised by us until you have received your Action Plan Report. Cheques should be sent to Value Generation Limited, 3rd Floor, Ivy Mill, Crown Street, Manchester, M35 5BG.

Liability:

Value Generation Limited reserves the right to alter any part of the published work programme to match the individual circumstances of each client. Business efficiency, strategy and risk management are complex processes and AIM-assist must be supplemented by thorough management review before decisions are taken to change or develop business processes, strategy or risk protections. In all cases Value Generation does not accept liability for decisions taken, save where such liability cannot be excluded by UK law.