



CR CORPORATE SOLUTIONS

MORE THAN BUSINESS ADVICE

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Join us



New Challenges and Opportunities



1st February 2014 marks the "official" fourth birthday of CR Corporate Solutions.

Whilst it seems like only yesterday that we established the business, it also feels like it has always been this way. The nature of our work and people we deal with, make what we do, despite the many challenges, very enjoyable and rewarding. Our long overdue first newsletter, will highlight some of the projects we have worked on over the last six months.

The personal highlight of the last six months is the Enterprise Partner Award, awarded to Craig Rattray at the University of Strathclyde Enterprise Awards. The award recognises the contribution made in supporting emerging business opportunities from within the university, mentoring enterprising students with great business ideas, and successfully commercialising such opportunities including finance raising and the provision of ongoing support.

Looking forward, with changes in the economy, a more positive outlook perhaps, and a significant quantum of finance seeking appropriate opportunities, these factors should provide new challenges in the coming year and beyond. We expect that some of those companies that have been barely surviving throughout the last few years may struggle with working capital requirements, changes in banks' attitudes and the need to "do something" as the economy improves. This should provide new opportunities for CR Corporate Solutions, and our clients and financing partners. It may also provide opportunities for one of our key partners, Addo Partnership LLP, The Management Solutions Group (see below).

Challenges remain in finance raising and restructuring existing banking facilities. However, we stand by our mantra that companies, with strong management teams, and well thought through and

effective strategies will secure appropriate finance. Our recent successes (see below) suggest that this remains true.

Our approach is different to many professional firms and we pride ourselves on providing bespoke assistance, long-term sustainable solutions and delivering positive results. We believe that we provide “More than Business advice”.

Caroline and I would like to thank everyone who has thought of us, referred work to us, invited us to events and functions, and worked with us during the last year.

Thank you to everyone for all of your continued help and support, and best wishes for a successful 2014.

Craig and Caroline

A Review of the Last Six Months



There have been a number of successes over the last six months and some of these have been highlighted in the CR Corporate Solutions LinkedIn group...

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Vendor Inspired Management Buy Out

CR Corporate Solutions was introduced to the Managing Director of a successful professional services firm who had the opportunity to...



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Recovery Plan and Crisis Management

CR Corporate Solutions was introduced to a company that had been experiencing cashflow issues despite the management accounts...

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Moving Forward

CR Corporate Solutions remains keen to engage with “companies with challenges” – positive challenges where companies are growing and require additional finance alongside commercial, financial and strategic expertise, and negative challenges where the company is stressed and has financial strain and pressure from finance providers.

We assist companies in growing their business profitably and ensuring they have a clear strategy, as well as the management team to deliver that strategy, and the financial resources required. Our roles may also assist companies that are in financial difficulty by designing and implementing plans to help them return to profitability, and to restructure their existing financial arrangements.

Our niche is in working closely with operational management teams that know their sector and industry well, but are less experienced in Strategy and "Strategic" Financial Management. This allows the operational team to focus on "running the business". We provide a bespoke service tailored to specific needs. This support allows our clients to focus on what they do best.

The website provides more background information and Case Studies at www.crcorporatesolutions.co.uk

Addo Partnership LLP, The Management Solutions Group

Our recently formed unique alliance and collaborative partnership has had an interesting few months. Addo specialises in providing tailored services to assist underperforming businesses and projects. The team provides significant operational expertise and experience complementing our commercial, strategic and financial experience. The newly launched website can be found on **www.addopartnership.co.uk**

Recent projects include:

- The provision of interim management services to an engineering company in England as a result of health issues amongst the senior management team (ongoing).
- An arrangement with a Scottish based IT Solutions company to assist in the operational fulfilment of their product delivery and the provision of business development support (ongoing).
- The provision of project management support to three clients of a significant firm of Chartered Accountants over the last six months.

Our ability to provide quality senior management at short notice is a major strength and as a result of shortages in the full-time market for the provision of such services, we expect demand to remain high, and we are currently evaluating other opportunities.

We have also engaged in confidential discussions and due diligence on a few acquisition opportunities, but to date there have been no completed transactions.

Addo remains keen to provide tailored services to assist underperforming businesses and projects, as well as succession opportunities.



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