



Enhancing Company Performance • Solving Problems for the Corporate Sector

CMR Corporate Solutions - a specialist company within the Cavendish Management Resources group, facilitates the provision of specialist funding, investment and management resources to major companies internationally.

There are plenty of claims made in just this vein, so what makes us so different from 'standard' consulting firms?

It's in our no nonsense, pragmatic approach. We are corporate leaders too - accustomed to dealing with large numbers, substantial budgets, huge funding requirements. That's where our group experience lies. We think the same way you do. We are systematic problem solvers, not career-consultants. Everyone in our team has been a C-level executive, regularly working within scenarios similar to yours, with a minimum 20+ years experience of similar issues in their own or larger businesses. Whichever area needs a focus leading to Change, our people will have first-hand know-how which can guide you towards the most appropriate solution.

We have all hired outside parties at one time or another and know that trust is vital in that relationship. Please ask yourself:

- Is there something that is holding my business back? What?
- Are in-house teams capable of handling this effectively?
- Sufficient time and skill to devote to this?
- What expertise will get the job done best?

We can work with you in the role of mentor, coach, interim manager or as a project team, depending on how the factors affecting your business are defined and how you apply the best mix of expertise to deal with them.

Since 1984, under the auspices of our parent company, our 450+ highly experienced executives located in every continent have assisted well over 500 companies via literally hundreds of millions in funding and financing. We've also helped many businesses in trouble as they take the often difficult steps, invariably needed to not only address those areas that we realised were impeding performance but also to substantially improve their financial balance.

We all agree that Change is not only vital for growth but also survival. Our honed, personal approach helps clients stay within their comfort zone, which makes us very different from standard 'consulting' with its emphasis on stand-alone projects.



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Thinking about change

For meaningful change to be sustainable, decision-making practices need to fit with the objectives and risk profile of the business. We all know that every cost and risk strategy is the result of decisions taken (or not taken), so to start the process of constructive change, **CMR Corporate Solutions** firstly reviews your decision making culture – how your company gets things done - and only when you have agreed our assessment of the gaps between the current situation and how you want it to be, do we move to the production of an action plan.

Our experience tells us that no matter how talented, people are often held back by process, politics and silo-ed thinking. Our job is to be objective, non-political, neutral. We want to see your people working effectively together, achieving the success they deserve.

Our Core Team - We draw on the expertise of over 450 senior executives worldwide. Our team is non-salaried and only incentivised by our motivation and the success we achieve. Introducing the leadership team profiles of **CMR Corporate Solutions**:

Keith Willett, CEO - Has worked with global multinationals and SMEs. He is an experienced manager and consultant, specializing in change management and turnaround of under-performing companies and mentoring start-ups businesses. Keith has worked across a variety of sectors including utilities, charities, renewable energy, manufacturing, engineering, health care, franchising and construction.



Terry Clancy, Director – A talented senior executive with over 25 years of experience in business leadership, vertical market development, global marketing, change management and organizational development.

John Enoch, Director - Has over 20 years experience in IT and professional services, working in UK and across Asia Pacific. He is a specialist in market entry, risk, sales management and business advisory services. He has worked at a senior level in PricewaterhouseCoopers, assisting some of the world's largest telecoms operators and government holding companies before starting and later selling his own IT business.



Nimr Accad, Director - Multilingual Chief Financial Officer with 34 years international experience in heavy manufacturing (steel and paper), printing and packaging, and FMCG, ERP implementation and remediation, raising large finance facilities, M&A each over \$ 150 million in value, capital projects in excess of \$800 million in value, corporate and management restructures, and negotiation of major supply contracts for raw materials and equipment.



- Why** the plan and its outcome is important
- Why** we believe we can make it work for you
- What** we think the scope of the work is
- What** we think success of the plan will mean for the stakeholders
- Who** in your team has insight and is receptive to innovative ideas
- Who** should be involved
- Who** are the stakeholders who will most benefit
- When** we forecast the project to be complete
- When** we can start taking tangible success measurements
- When** we should review and start quality assessment
- How** we measure tangible impact
- How** we handle residual issues
- How** we achieve buy-in from stakeholders

CMR Corporate Solutions Ltd:

- **Risk:** ERM, Project, Credit, IT, Insurance, DR
- **Strategy:** Sales, Operations, Finance
- **Process:** BPI, BPO, ERP, ITSM
- **HR:** Structure, Capabilities, Policy
- **Finance:** M&A, Cost Reduction, Loans

For an initial confidential discussion, simply email cmrcorpsolutions@cmrworld.com or phone +44 (0)207 636 1744



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