

# AC Corporate Transaction Services

## Business Development

Business development to enhance returns and grow the business.

### Background

The client was looking for strategic advice on how to successfully develop the processes and support structures to translate immediate success into a sustained business capable of meeting the growing demand for their products and services.

### Approach

We performed a full business assessment that included analysis and suggestions related to operations, finance and risk environments. Work included:

1. Determined how to compete in the marketplace.
2. Defined the strategy
3. Developed processes and support structures

Our proprietary methodology was developed using global best practice, data used in the Banking and Private Equity markets, relevant expertise of what works in practice. This methodology is continuously refined and subject to independent review and rating.

### Outcomes achieved

Detailed strategy plan and tactical, operational and KPI benchmarks for monitoring targets and milestones.

### Client Feedback

"I found the thought-provoking and challenging sessions have played a part in guiding me up the 'entrepreneurial' mountain. The rigours of the program's personal and strategic insights have certainly helped me avoid some potentially unstable ground. Just as any mountain climber needs a partner to reach his goal; entrepreneurs also need the right partners to work along-side them."

### Contact

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### Engagement Overview



**Role**  
Lead consultant



**Sector**  
Financial Services Consulting



**Geography**  
South Africa



**Enterprise Value**  
R50m+



**Team Size**  
5 Partners



**Type of Engagement**  
3 Month Engagement with Annual Review