



MANSO CONSULTING

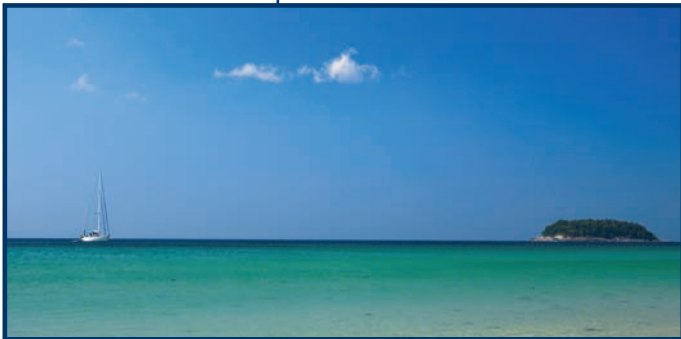
You can't change
the direction of
the wind...



...but you
can adjust
your sails

You can't change the direction of the wind but you can

You've got the
people, the
turnover and
the reputation
: why not
the profit?



In business, the strength to succeed comes mostly from within. Inside every business there are opportunities slipping by and there are areas that bleed time, energy and money.

You can capture these resources and convert them into new strengths that will empower you to seize the opportunities that are created by market change.

To make this happen, you need a pragmatic, knowledge-based analysis of your business, that lays bare the fundamentals and uses them to map a clear path forward. And a team approach that draws in the extra skills and knowledge to action that strategic understanding.

Manso Consulting delivers a unique service to middle market and large enterprises, providing executive level experience, qualifications and resources made personal and practical, whilst being delivered without the expensive trimmings.

Our business culture reflects progressive business principles, established best-practice approaches and a core value of management excellence.

We are forward-thinking, tough-minded and act decisively. We are also optimistic in knowing this is a time of opportunity for those who are focused, resourced and prepared to act.

adjust your sails

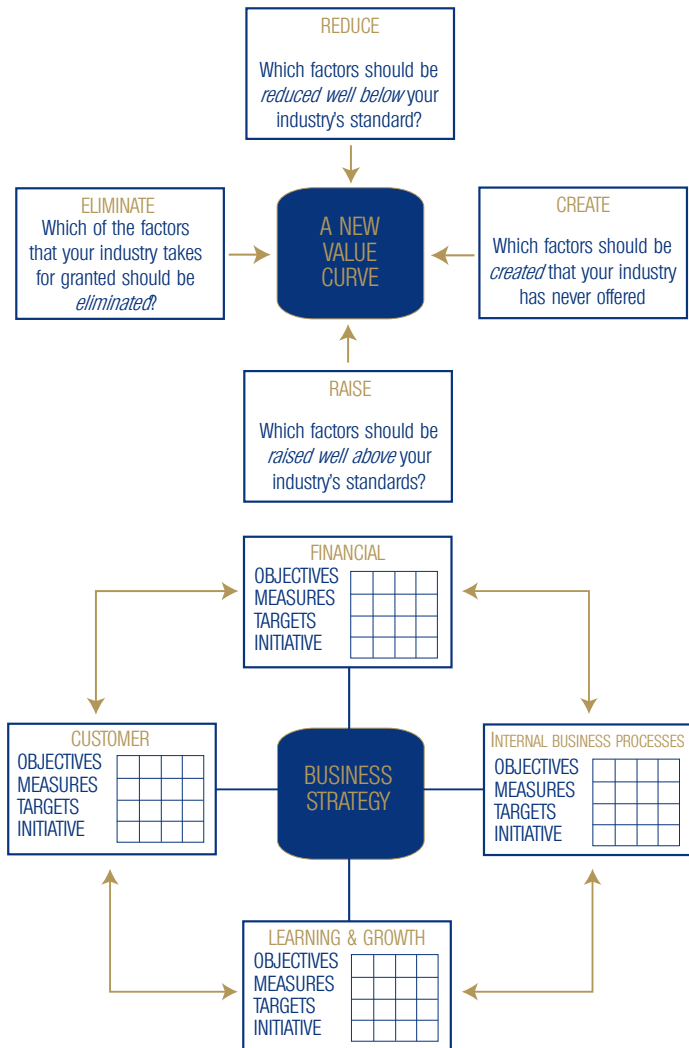
Resources That Make A Difference

Manso Consulting adds tangible value to your organisation. What we do is precisely defined in terms of proven systems and concepts.

Our Business Management Programs include an objective measure you are unlikely to be given anywhere else (even by a 'Big 4' consultant).

We pay for an independent, qualified advisor to conduct a qualitative review of our performance during the program and report to you.

The value we add to your business is tangible, systematic, measured and independently validated.



Key Concepts

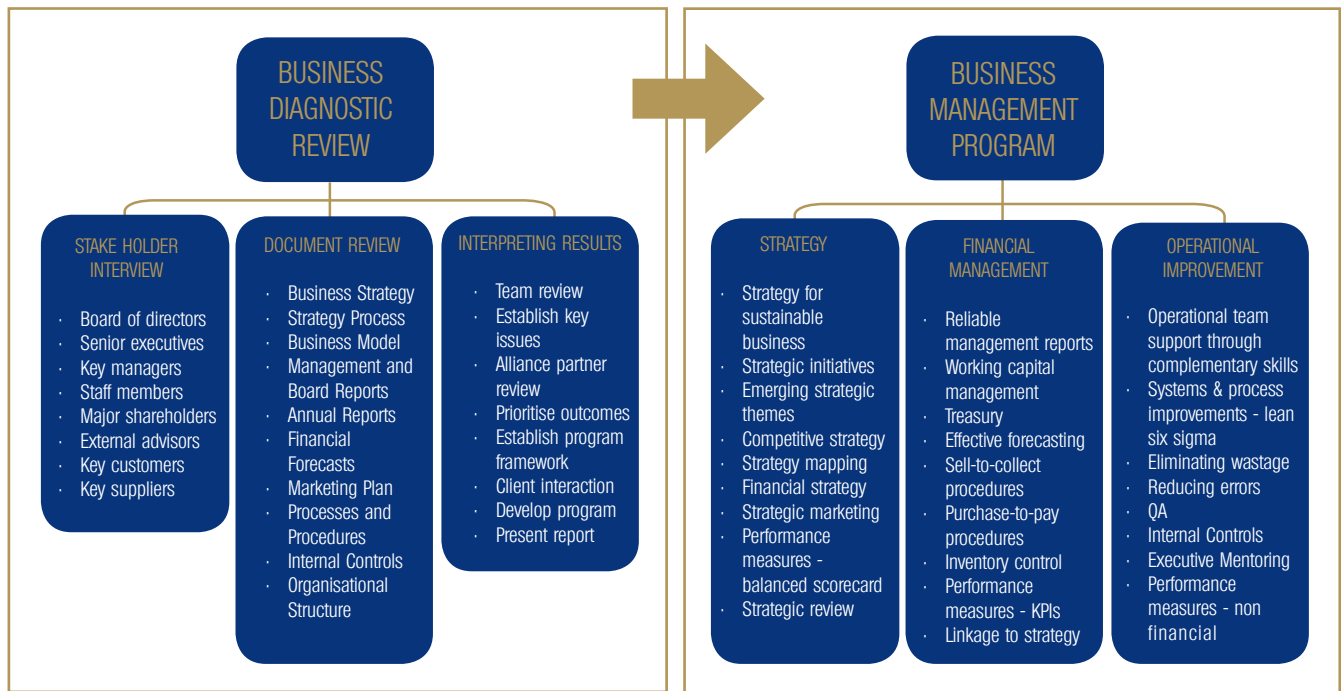
We work to proven procedures and systems that we know generate results. The operational improvement programs we develop incorporate both Lean and Six Sigma techniques. We also adopt Blue Ocean Strategy concepts for strategy development which targets sharpening competitive advantage and pursuing value innovation.

Our process

Business effectiveness is fundamentally about systems. Our strength is founded in a proven business process.

We begin with a Business Diagnostic Review that will involve your key people, suppliers, customers and stakeholders. It's intense and revealing.

We work with you on the findings to shape a Business Management Program focusing on Business Strategy, Financial Management and Operational Improvement. The next steps will be guided by one or more management improvement programs that will deliver better outcomes whilst preserving the core values of your organisation.



How we work with our clients

We work with clients as a team. There's nothing remote or ivory tower about what we do: we make a significant time commitment to every client we accept and we work alongside them at a practical, daily level.

We work to clients' strengths, reinforcing them with our specialised technical skills in strategy, finance and our commercial understanding and acumen. Over time, we form close business relationships based on a mutual sharing of knowledge, skills and experience – and a driving focus on measurable results.

Case Studies

Manso Consulting enjoys a unique reputation amongst its clients. They are pleased to share their experiences of working with us.

GROWTH FOR MAJOR NICKEL PRODUCER

This ASX200 listed company had grown rapidly, but its management systems were challenged by added complexity and a higher-risk environment. Success had been driven by innovation, but increasingly management creativity was being tied down by daily tasks. Manso Consulting partnered with the company and was instrumental in making the following recommendations:

- Corporate office reorganisation to align resources with critical tasks.
- Focus professional staff on adding value by streamlining a time-consuming reporting process.
- Review of key management roles to better match skills and tasks.
- Implement accountability and performance measures to enable clear strategy and risk management.

The result was that the company was able to successfully move into a mature management and continued, sustainable growth phase.

EFFECTIVE SUCCESSION PLANNING

This mid-tiered private enterprise involved in medical supplies and equipment had a record of success under the long term guidance of its CEO and several key personnel, especially in sales.

The imminent retirement of this core group posed a real threat to sales, leadership and direction. Many businesses with strong entrepreneurial roots go into decline when they eventually face such a situation.

We recommended a divestment strategy emphasising sound organisational structure and systems. Key points were:

- Entrenching successful practices in fully documented, replicable procedures that included risk management.
- Redefining the management structure to create clear responsibilities, agreeing achievable plans and appointing key people to new General Manager and Operations Manager roles.
- Improving financial results by rebalancing a low-return mix of property and business assets, to streamline the balance sheet.

As a result, the enterprise was able to achieve that rare business success, a transition from entrepreneurial-founder culture to mature management with effective systems, while maintaining forward momentum.



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