

S.I.Partners

About us

S.I.Partners is a boutique firm offering a unique blend of management consultancy and corporate finance services.

We help our clients to start or develop their businesses and maximise shareholder value.

Our partners have built and sold their own companies and understand the issues that business owners and investors face.

Our key differentiators:

- Deep sector knowledge in business services, marketing communications, media, and technology;
- Practical, senior advice from an experienced team – a blend of consulting, operational and transaction skills ensures the optimal solution for clients;
- International reach and experience: European HQ in London and a team in Greater China and Australia.

Our subsidiary, S.I.P. Corporate Finance Ltd. is authorised and regulated by the Financial Services Authority, registration number 521351.

Our approach

Our approach is variously described as ‘straightforward’, ‘down to earth’, or occasionally ‘blunt’. Our aim is to convey important messages with a minimum of fuss.

While we have the best products and tools at our disposal to improve business processes, it is our ability to change the behaviour of our clients and their staff that defines our proposition.

Client relationships usually start with an initial project to identify the best strategy. After that, our level of involvement depends on your requirements. Some clients need our continuing involvement at an operational level if they don’t have the appropriate resources in-house; others need mentoring at a senior level to keep them on track. Some clients simply return to us at the next stage having delivered the plan by themselves.

Whatever the nature of the ongoing relationship with our clients, we do not ask them to sign up to onerous contracts or notice periods. We operate on the basis of mutual trust and we charge according to the results we achieve and the value we create.

The team

One of our strongest attributes is the mix of skills, personalities and experiences among our partners.

Each has their own specialist field of knowledge and experience and client projects will often involve a blend of partner involvement, as required.

Our talent proposition is “independent thinkers”. We look for people who can think for themselves, contribute to our collective knowledge and have a desire to do what’s right.

Management Consultancy

Strategy

S.I.Partners offers consultancy on a wide range of business ideas and strategic issues:

- Start –up business planning and funding strategy
- Business development
- Sales channel development
- New product development and turning Intellectual Property into products
- New markets and geographies

Performance Improvement

Improving the performance of our clients’ businesses is at the core of what we do.

More profit = more choice

Our performance improvement products cover the following business areas:

- Profit improvement
- New business development
- Client satisfaction
- Right 1st time service systems

Talent

For most of our clients, talent is both their most valuable asset and their largest cost.

We have developed a focused set of tools to help clients recruit, retain, motivate and develop their talent pool. These include:

- Top team analysis and development
- Leadership development – coaching for CEOs
- Identification and communication of *Talent Propositions*
- Management incentive and bonus schemes

Finance

In good times, a fast growing business needs timely and accurate information on which to make decisions and manage growth. In tougher times, sound commercial and financial practices can make the difference between profit and loss.

S.I.Partners provides strategic and process level guidance on all commercial and financial matters, including:

- Strategic review and advice
- Financial system review: root and branch review of systems and controls
- Selection and implementation of new systems
- Financial Controller coaching
- Non-executive FD role
- Procurement process training
- Debt advisory services

Corporate Finance

We advise clients on a range of transaction types, from start-up to £75m deal value:

- **Sales** – We will assist entrepreneurs and corporates with project managing the sale of your business, with a view to maximising value. We are experienced in running controlled sale processes and can access potential acquirers both in the UK and overseas through our international offices.
- **Acquisitions** – We will assist with identifying the right acquisition targets and advise on optimum deal structure and price.
- **Fund Raising** – We are experienced in assisting clients with raising either debt or equity funding. Our team has the necessary expertise in preparing business plans and financial forecast models required as part of a fund-raising exercise. We are able to access a variety of funding sources from our extensive network, including debt, venture capital, private equity and high net worth individuals.
- **Management Buy Out / Buy In** – Our team is experienced in advising management teams in the whole process of structuring a successful MBO/MBI. We will assist with formulating a compelling strategic growth plan for the business and introducing the management team to potential private equity funders through our network of contacts.

Contacts

S.I.Partners, London

2nd Floor
34 Sackville Street
London, W1S 3ED
United Kingdom
Tel: +44 (0)207 494 3080

Charles Fallon, Founding Partner

Email: charles@sipartners.co.uk

S.I.Partners Asia, Hong Kong

Jimmy Lam, Chairman

Tel: +86 1350 1878 411
Email: jimmy@sipartnersasia.com

S.I.Partners Australia, Sydney

P.O. Box 1061
Darlinghurst 1300

Felicity Conlan, Partner

Tel: +61 (0)410 654040
Email: felicity@sipartnersaustralia.com.au