



EMERGE CORE  
CONSULTING

## WE DO: FINANCE

When you're undertaking a large capital acquisition, we can check the feasibility of your project before you make the financing commitment. Even if all you need is a second opinion - in those potentially groundbreaking moments, a second opinion can give you peace of mind.

And in your day-to-day operations, we can help you with working capital management. Because when the working capital balance runs away from you, every additional cost runs the risk of leaving your business unable to pay its creditors.

## WE DO: VALUATIONS

We prepare valuations for small- and medium-sized enterprises. We prepare valuations for trademarks and intangible assets. And if you bring us an asset that we don't have the necessary expertise to value, then we will direct you to someone who does.

## WE DO: TAX

Tax exposure is a reality for every company, trust and individual. We have seen vital cash flows get frozen as a result of incorrect submissions. This is bad for the entity and bad for the revenue authority: no tax is ever intended to ruin.

We'll examine your returns in the context of your business. If we see room for improvement, then we help you to make the necessary changes and submissions.

We only charge when you save.

## WE DO: PLANNED ESTATES

We can help you plan your estate so that no asset is disposed of under duress.

The fact is, when relatives have to wind up an estate and deal with the burden of estate duty, they are forced to do so at the worst possible time. And often, they end up liquidating assets at below market prices in order to settle the tax obligation.

We want you to preserve what you have built.

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## WE DO: RESTRUCTURINGS

When businesses are successful, they start to outgrow their original corporate structure. In particular, if you decide to take your operations global.

We can take your business model, and design a corporate structure to match it. We will then help you to put your new structure in place by drawing on our network of professional service providers.

## WE DO: TURNAROUNDS

Every business is a collection of people working together to sustain themselves and their families. If a business starts to struggle, then that impact is widespread. And often, uncertainty and panic can prevent a recovery.

In those moments, we can intervene directly. We normally come into the business for an initial two-week period to perform a financial health check, where we identify the key profit drivers and prepare an economic balance sheet and income statement. Finally, we prepare a business turnaround plan based on our investigations and present it to the directors.

If the plan is accepted, we then join the management team for the implementation phase.

## WE DO: CASH MANAGEMENT

We can help you manage your cash more effectively by analysing your:

- systems
- customer and supplier management
- inventory levels, and
- sales force.

We've learnt to quickly identify where the cash flow is getting tied up. We'll prepare a strategy and help you put it in place.



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## WE DO: BUSINESS DEVELOPMENT

After we have done a number of smaller projects with a client, we will be in a position to provide useful strategic advice on developing the business: to make it more efficient, to improve its cash flow position, to provide it with greater bargaining power, to develop better corporate habits.

At this point, we present you with our ideas, and propose an ongoing retainer arrangement for partnering with you.

## WE DO: MULTIPLIERS

We believe that small changes can grow to have big impacts. Placing some money into a rainy day fund, putting in place smaller projects, making minor shifts to your production process: these can sound insignificant.

In our experience, these small changes can become the most important pivot points in a business' lifecycle. Savings cumulate, small projects grow into new branches of business, and minor shifts can stimulate larger change.

## WE DO: FIXED FEES

Open-ended hourly billings create bad incentives that can undermine our relationship with you. That is not how we work.

When we engage with you, we will discuss a quote for the outcome of a particular project. This approach provides both clarity and transparency.

## WE DO: CONTINGENCY BILLINGS

When we take on a larger project, we will agree on project milestones and related billings for achieving them.

We have no desire to bill for unsuccessful work.