



*"Recessions can open up huge holes in supply chains as established players downsize, refocus or fall over. Such changes present massive opportunities and the companies best placed to exploit them must be aware, aggressive, dexterous, lean and ambitious.*

*In short, recession is a time of opportunity for many SMEs."*

*- Grant Wheeler , "The Scotsman", 2nd. June 2009*

## Recession as a Springboard for SMEs

Recovery will come, but the bad news is competitors may get there first.

More businesses went out of business coming out of the last recession than during it, because they did not adequately plan their strategy or financing.

## Strong SMEs can get ahead of the competition and position for post-recession growth by planning NOW:

- ➔ Overseas economies are already recovering – are there opportunities for the SME's products or services in markets abroad?
- ➔ Are there any market sectors close to the SME's that would be easy to move into?
- ➔ Can the SME take advantage of the turmoil caused by the recession to consolidate or achieve speedy entry into new geographies or sectors, e.g. by acquisition of businesses, assets or by partnerships?
- ➔ Use the recession to strengthen the team's skills and business systems, e.g. will an investment in e-commerce or IT now leave the SME stronger to exploit the end of the recession?
- ➔ Does the SME have a viable financial model and funding in place to support this activity?

## How BM Consultants can help the SME:

- ➔ Assist in spotting opportunities in new export or sectoral markets and provide support in planning and exploiting them.
- ➔ Identify and help the SME acquire strategic assets to consolidate a market or move into a new sector or geographic market.
- ➔ Provide advice and support on adding to and strengthening the team for the recovery growth.
- ➔ Help adapt business processes, e-commerce and IT systems to be robust enough for the post-recession growth.
- ➔ Advise on financing the growth and build a business plan that will convince sources of finance of the viability of the project or exit valuation.

## BM Consultants have many years' practical experience and can:

- ➔ Provide a free half-day scoping session to review the options open to the SME.
- ➔ Agree specific targets and provide a cost-efficient consultancy proposal.
- ➔ Work with the management to produce a "super-SME plan" for the client.
- ➔ Assist with the financial modelling and help secure appropriate funding.
- ➔ Help execute the plan if needed.

**BM** consultants  
business solutions built on experience