

# JPAbusiness

Direction • Performance • Transactions



direction • performance • transactions

# JPAbusiness is a specialist advisory and consulting firm that provides practical, commercial advice and solutions to business and corporate clients in the areas of **Direction, Performance** and **Transactions**

We provide Business Advisory, Consulting and Project Management services that truly make the difference in clients meeting their business goals and personal aspirations. Our clients include small to mid-size businesses (NPAT \$150K–\$10m per annum), company executives, senior management, owners and directors, professionals and high net worth individuals. We work with our clients in industry sectors such as property, supply chain management, mining, construction

and engineering, agribusiness, hospitality, retail, financial services, telecommunications, business services and not-for-profit.

JPAbusiness is a licensed business and real estate agent and a Corporate Member of the Australian Institute of Management.

Lasting solutions that help clients grow and change

## JPAbusiness solutions

### Direction

- Board strategy and direction planning
- Business and financial restructure plans
- Capital base and funding options, analysis and advice
- Aquisition planning and management
- Business growth strategies
- Succession planning
- Risk and opportunity assessment, governance, business performance and reporting advice

### Performance

- Customer value proposition development
- Market positioning and new product development and implementation
- Business process and systems review
- Business analysis including operational efficiency, process and gap analysis, performance management and measurement
- Business continuity and change management plans
- Organisation structure, people culture, climate and personnel development
- Program planning and management
- Co-ordination of competitive sourcing, including managing tenders and expressions of interest processes

### Transactions

- Exit strategies and preparation for business sale including marketing programs
- Transaction marketing and project management
- Business purchasing plans and implementation
- Due diligence and business viability assessment

# Approach and Methodology



## Expertise



### James Price Managing Director

James has a Bachelor of Business Management from Sydney University, is a licensed Real Estate and Business Agent (NSW, VIC, SA, QLD).

James has over 25 years experience in providing strategic and business advice to a range of Australian and New Zealand business clients.

James' experience includes:

- Providing Company Board facilitation and governance advice, and consultant Chief Financial Officer and General Management services.
- Undertaking feasibility assessments for local government on infrastructure projects and managing projects which impact planning legislation and regulations.
- Providing expertise in marketing, brand management and quality management systems.
- Successfully facilitated and advised a range of small and mid-sized business transactions, including with Private Equity and with ASX listed entities.
- Managing new financial services and insurance offerings and the development of strategic business models, funding and credit underwriting policies.
- Conducting competitive sourcing processes (tenders and expressions of interest) for clients.
- Providing research, negotiation strategies and direction for significant infrastructure and business projects, including the M5 and M4 Toll Roads, Sydney Harbour Tunnel and Anzac Bridge.



### Jeremy Frew Executive Manager

Jeremy is an experienced business professional. He has an extensive background in retail and sales, management, business analysis, high performance team management, training and mentoring, cultural change, and project management.

His passion is to deliver simple solutions to complex problems.

Jeremy's tertiary training covers Information Technology, Business Administration and Practise and Project Management plus Business and Real Estate Transaction Management.

Jeremy's experience includes:

- Ten years as business manager of a family business in consumer retail and corporate travel, associated with a prominent nationally recognised supplier.
- The successful delivery of a diverse spread of significant and complex commercial projects, from large government projects on geospatial development and implementation through to consumer regulatory web portals.
- Running tender procurement processes and vendor selection for a large national contracting company (turnover over \$100M) and subsequent project management and delivery of an Enterprise Resource Planning (ERP) system.
- Integrated business applications.
- Identification of business process and system gaps, business requirements and management systems analysis and strategy development in industries as diverse as retail, business services, mining services and government.

Clients value James and Jeremy's deep understanding and experience in business and commerce, practical and open advice – they have the ability to make a difference when they get involved in assisting JPAbusiness clients achieve their objectives.

## Select Recent Projects

### Mining Services Business

**\$120m+ Turnover**

- Consultant CFO and General Manager services
- Balance sheet, financing and equity management
- Acquisition due diligence
- Board facilitator and reporting Governance development.

### Contracting and Services Company

**\$100m+ Turnover**

- Business process review and requirements
- ERP Vendor selection and implementation
- Full ERP Program management (e.g. IT services upgrade – infra, software and business systems and processes).

### Multi Store Retail Business

**\$2.5m+ Turnover**

- Employee performance and system development
- Product mix business analysis and margin enhancement strategies

### Private Farming Investment Company

- Bank mediation and debt construction advice
- Vendor selection process for asset disposal
- Marketing to private investors.

### Private Family Agribusiness

- Business Strategic Plan
- Estate facilitator and conflict resolution
- Funding options and banking coordination.

### Top 10 ASX listed company – Telecommunications

- Preferred business transaction broker for signature licenced retail channel stores
- Transaction advice, marketing support and project management



[www.jpabusiness.com.au](http://www.jpabusiness.com.au)

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### Contact us for further information

If you are interested to learn how JPAbusiness can help you please contact:

**James Price** on 0439 601 207 or email [james@jpabusiness.com.au](mailto:james@jpabusiness.com.au)

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