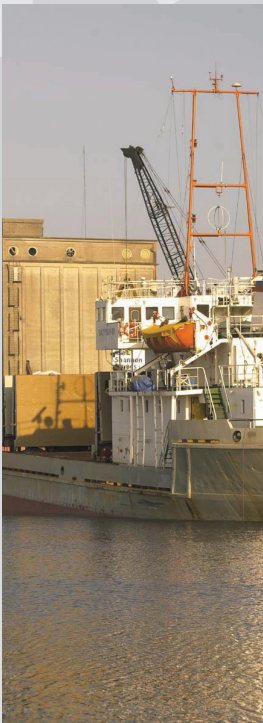
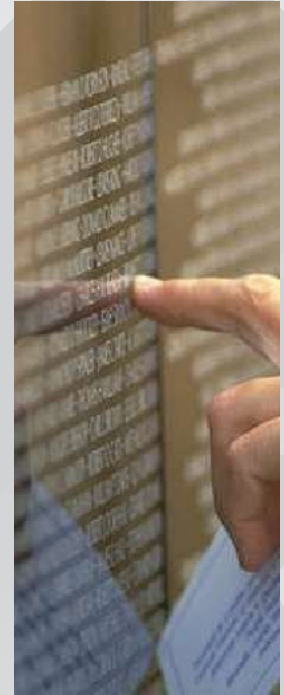


BURMAN ASSOCIATES

Business Support

Our business support services in the supply chain include:

- Due diligence support
- Acquisitions
- Divestments or outsourcing
- Partnerships
- Litigation support
- Expert witness support
- Supply chain legislation advice
- Import and export advice
- Meeting customs and excise regulations
- Identifying funding opportunities (European & UK)
- Support in accessing funding
- Identifying partnering opportunities



Accessing specialised services

A number of support activities in the supply chain are very specialised and are costly for companies to support on a permanent basis. However, many of these services are vital for companies' survival or for helping companies to grow in new, unexplored territories.

A company may require expert knowledge on upcoming legislation in the supply chain, such as WEEE or the working time directive; it may need support in moving to new countries requiring customs, import & export advice or it may be looking for potential partners in these countries who could smooth their move into these countries. Either way, specialised services such as this are necessary to guarantee their success.

For many small and medium sized companies, investment in new supply chain skills, gaining knowledge of best practices or accessing new markets can be prohibitively expensive. However, in almost every case, funding support is available to help such companies to develop their supply chain. The key is in being able to find out what sources of funding are available and being able to effectively access it.

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Case Study - Funding Sources

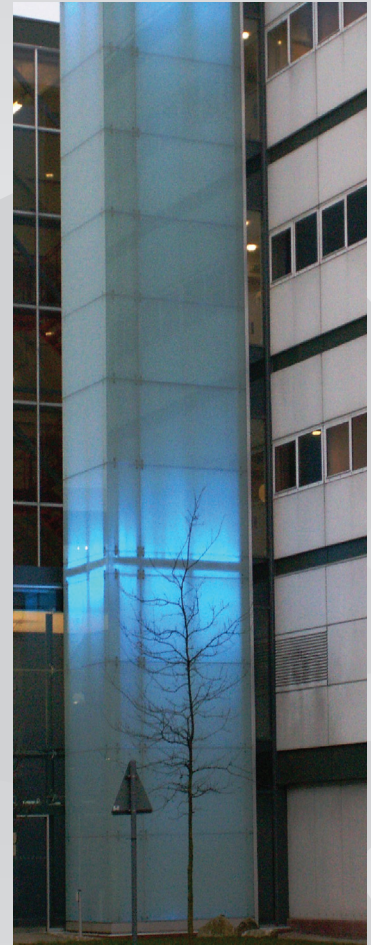
Burman Associates was able to identify sources of funding to help a number of companies across Automotive, Aerospace and industrial sectors. The funding came from a variety of sources including EU grants, local and national government schemes and Business Link initiatives. By accessing these funds, we were able to help companies to train staff, develop their marketing capabilities, invest in capital equipment and initiate development work - all with the ultimate aim of improving their supply chain competitiveness.

Case Study - Due Diligence

For a European venture capital company, we recently undertook a full Due Diligence review of a specialist transport company with a view to a potential management buy-in and equity investment. The review included the following:

- a comprehensive customer survey
- competitor analysis
- staff interviews and an operational audit
- evaluation of proposed business plan
- the development of a potential exit strategy

The investment went ahead on the recommendations of the team of advisors.



Contact us

For more information on Burman Associates or to arrange a meeting,

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