



**BROADVISION**

*Management Consultants*



# **Growth & Profit Excellence Programs™**

7 highly effective programs that drive significant  
business growth and deliver best-in class profitability

# Growth & Profit Excellence Programs™

Drive significant business growth and deliver best-in class profitability

## Overview

BroadVision's mission is to help businesses grow in value and profitability. We help you better manage and grow your business, improve your cashflow and boost profits.

Our expert team works closely with business owners and business managers to increase the performance and outcomes of businesses. We are very excited to exclusively offer this transformational opportunity to our clients.

If your business is facing growth issues, deteriorating profits and increasing cash flow problems, it's the high time to seek a professional advice and implement certain strategic changes. Our Growth & Profit Excellence Programs™ let you refocus and realign towards achieving your desired growth and profitability goals.

Our programs are delivered through our proprietary and robust Business Management Platform that enables cost-effective delivery of our various planning & growth offerings.

With more than 700 business strategies in our database to choose from, your pathway to success becomes easier and quicker.

## Highlights



Plan realization



Growth achievement



Profitability enhancement

### Our select services include:

- Business MasterPlan™
- Business FocusPro™
- ProfitPro Plan™
- CashPro Plan™
- FundingPro Plan™
- Financial SWOT™
- Business MasterAdvisory™



# Business MasterPlan™

Get a specialized business planning support to achieve financial success

## Program Overview

A two-day Business Planning workshop that helps organizations in building a solid strategic direction and exploring key areas to grow. Within ten days of completing the workshop, clients receive a Comprehensive Business Plan along with improvement strategies.

## Objective

To build a powerful business plan, aligned to strategic business goals that sets clear business direction and ultimate outcomes in motion.

## Deliverables

- **A comprehensive 5 years Strategic Business Plan** - Clients will receive a copy of their business and strategy plans, which is specifically developed for business, including strategies for improvement, financial assumptions, and other key components of the business plan.
- **Financial Projections** - The planning document comes with a five years income statement, summary balance sheet and annualized cash flow along with capital expenditure and future financing requirements.

"Reduce your plan to writing. The moment you complete this, you will have definitely given concrete form to the intangible desire."

**Napoleon Hill**

## Highlights



Achieves goals



Drives growth



Delivers profitability

### Benefits

- Give your business a clear direction with a written business plan
- Have a cohesive and forward looking strategy in place
- Gain greater insights into your business
- Cut down the time needed to build a professional business plan.

### Methodology

One on one or facilitated two-day business planning workshop for brainstorming, learning, collaboration and a focused direction.

### Who should use it?

- If you need a clear set of strategies for you to take your business to the next stage of growth
- You have been trying to complete a plan and need a professional support
- Need a comprehensive strategic business plan for your shareholders, Board or potential investors.

# Business FocusPro™

Gain focus on key business areas that drive growth

## Overview

With Business FocusPro™ program, we help our clients to identify strategies for business improvement through a diagnostic process that results in a high quality, in-depth visual reports. The focus of the program is to align your business to gaining customers, increasing repeat business, improve competitiveness and achieve higher levels of profit and cash flow.

## Objective

To improve business health and focus on business improvement in key areas that drive growth and profitability.

## Deliverables

- **A comprehensive Business Diagnostic Report** - Clients receive an in depth business diagnostics report with graphical representation (dashboards) of nine major areas of business as well as a drill down report defining sub-areas where our clients can place a sharper focus on individual areas for improvement. Your Business FocusPro™ report is a visual representation of the strengths and weaknesses within 9 key areas of your business.
- **Strategy Action Plan** - Action plan covering next 90 days with individualized strategies to improve key business areas including Increasing Customer Numbers, Average Value of Sale, Buying Frequency, Profit (via Cost Of Goods & Expense reduction), Team, leadership, competitiveness and cash flow improvement.

## Highlights



Improved results



Clarity & focus



Team alignment

### Benefits

- Gain valuable insights on key business areas requiring improvement
- Execute timely action plan to enhance growth and profitability
- Pay clear focus on business areas requiring immediate attention
- Uncover hidden problem areas well before they start hampering business growth and profitability.

### Methodology

One-on-One personalized business advisory sessions (over 3 weeks) plus a final 3-hour meeting where you receive a summarized yet n-depth report and strategy action plan.

### Who should use it?

- Business needs improvement but you're not sure which areas
- Need suggested strategies for improvement as a guide
- Need a document your team can use as a focus point over the next 6-12 months
- You want a clear set of strategies to grow your business
- You want to know what is affecting your cash flow & how to improve it.

# ProfitPro Plan™

Boost up profitability with tailor-made profit enhancement strategies

## Benefits

- Gain in-depth insights on key business drivers that directly impact profitability
- Execute profit growth plan with confidence and with a forward-looking approach
- Pay clear focus on business areas requiring immediate attention
- Enhance value of your business through improved profitability

## Overview

ProfitPro Plan™ identifies strategies for profit improvement, to reduce breakeven and increase the business value. Through an analytical assessment process, the program delivers a high quality and in-depth situation assessment, profit enhancement strategies and set of KPIs for two years. The focus of the program is to improve key business areas that directly impact the margins and profitability such as sales value, cost of sales, human resources, overheads, and break-even assessment.

## Objective

To boost up profits significantly and increase business value.

## Deliverables

- **Comprehensive ProfitPro Plan™ Report** – Clients receive a comprehensive assessment report covering key business areas that have direct bearing on profitability and breakeven values.
- **Strategy Document** – A set of effective strategies and action plan to grow profit margins and lower breakeven point.
- **Financial KPIs:** Set of KPIs to drive the profitability of your business that acts as a continuing guidance and a measuring gauge for your financial success.
- **Financial Projections:** A comprehensive historical assessment of your last two years financial performance and projections for the next two years. The projections are aligned with your business expectations, and as a result, you have a 'Known Outcome' moving forward.

## Highlights



Higher profits



Lower costs



Improved business value

### Methodology

One-on-One personalized business advisory sessions (over 4-6 weeks) plus a final 3-hour meeting where you receive complete set of deliverables.

### Who should use it?

- Organizations facing severe downward profitability pressure and frequently missing profit targets
- Management has plan is to enhance business value for future sale, exit strategy etc.
- 'Break-Even' point is either not assessed at all or it is too high and aim is to reduce it.

# CashPro Plan™

Bring significant improvement in cash and bank balance position

## Overview

CashPro Plan™ is a highly effective program to bring a significant improvement in your cash flow and liquidity position. It is designed to identify strategies for cash flow improvement, enhance profits and ultimately increase the business value. Through an analytical assessment process, the program delivers a high quality and in-depth situation assessment, cash flow and profit enhancement strategies and set of KPIs for two years. The focus of the program is to examine key business areas that directly impact the cash flows and profit margins such as sales, cost of sales, human resources, overheads, break-even assessment, debtors collection, stock reduction, and management of creditors.

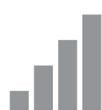
## Objective:

To boost up cash flow, profits and enhance business value.

## Deliverables

- **A comprehensive CashPro Plan™ Report** – One comprehensive assessment report covering key business areas directly impacting the profitability and cash flow.
- **Strategy Document** – A set of effective strategies and action plan to grow profit and improve cash balances.
- **Financial KPIs:** Set of KPIs to drive the cash flows of your business that acts as a continuing guidance and a measuring gauge for your financial success.
- **Financial Projections:** A comprehensive historical assessment of your last two years financial performance and projections for the next two years. The projections are aligned with your business expectations, and as a result, you have a 'Known Outcome' moving forward.

## Highlights



Improved profits



Strong cashflows



Enhance business value

### Benefits

- Gain in-depth insights on key business drivers that directly impact cash flow and profitability
- Execute profit growth plan while ensuring healthy cash flows situation
- Pay clear focus on business areas impacting cash flow and profits
- Enhance value of your business through improved profitability and strong cash flows.

### Methodology

One-on-One personalized Business Advisory Sessions (over 6-8 weeks) plus a final 3-hour meeting where you receive complete set of deliverables.

### Who should use it?

- Business is facing difficulty towards paying creditors / suppliers
- Having trouble in collecting money from customers
- Have frequent reliance on borrowings to meet operating expenditures
- The strategy is to increase the value of business for future sale, exit strategy etc.

# FundingPro Plan™

Achieve growth and expansion with a robust business plan to obtain business funding

## Benefits

- Achieve business growth and expansion with timely funding
- Gain respect of potential investors with a professionally developed business plan
- Increase likelihood of securing desired funding with solid business plan

## Overview

FundingPro Plan™ is specifically designed for entrepreneurs, startups and growing businesses to raise funds for growth and expansion purposes. This plan is an absolute must for the businesses wishing to raise funds from banks, venture capitalists, potential investors or shareholders. FundingPro Plan engagement is quick, concise and to the point and has all the key components and information that potential investors would look out in business plans with most interest.

## Objective

To develop a concise business plan aimed at raising funds/capital for short term and long-term business needs.

## Deliverables

- **Solid Business Plan to gain Funding** – A concise business plan delivered within ten days from the completion of their FundingPro Plan questionnaire. The FundingPro Plan contains all key business plan components and financial projections based on financial outcome scenario aligned to the requirements of most banks.
- **On Going Support** – Clients receive 8 weeks email & phone support to clarify important inquiries from investors/banks.

## Highlights



Get funding



Win trust



Save time & resources

### Methodology

One-on-One personalized business advisory sessions concluded with a final 2-hour meeting where you receive complete set of deliverables.

### Who should use it?

- Businesses aiming to obtain bank finance
- To raise capital from angel investors, shareholders, private equity etc.
- Business managers who have been trying to complete a plan and need a professional support

# Financial SWOT™

Understand the strengths, weaknesses, threats and opportunities hidden within business financials

## Benefits

- Gain in-depth insights on key financial drivers that directly impact cash flow and profitability
- Pay clear focus on financial areas requiring improvement and build on strengths
- Enhance value of your business through improved profitability and strong cash flows.

## Overview

Financial SWOT™ is aimed to provide you in-depth understanding of all financial drivers of your business and the current financial viability of your business and what needs to be changed to strengthen your business financially. It highlights the strengths, weaknesses, threats and opportunities imbedded in your financial numbers and underlying drivers. Ultimate result is a greater degree of financial control.

## Objective

To conduct all-round financial assessment of business and highlight strengths, weaknesses, threats and opportunities for improvement and better financial controls.

## Deliverables

- **Comprehensive Financial Assessment Report** – A full scope assessment of your income statement, price volume sensitivity, key balance sheet drivers, working capital cycle, asset turnover, return on net Assets, cash wastage, interest cover and debt service cover.
- **Strategy Document** – A set of effective strategies and action plan to improve on weaknesses, mitigate threats and take advantage of strengths and opportunities.
- **Financial KPIs:** Set of KPIs to drive the financial strength that act as an ongoing roadmap and a measuring gauge for your business success.
- **Financial Projections:** A comprehensive historical assessment of your last two years financial performance and projections for the next two years. The projections are aligned with your business expectations, and as a result, you have a 'Known Outcome' moving forward.

## Highlights



Financial insight



Focus & clarity



Improved profitability

## Methodology

One-on-One personalized business advisory sessions (over 6 weeks) plus a final 3-hour meeting where you receive complete set of deliverables

## Who should use it?

- Financial health of business is facing difficulty
- Having trouble in collecting money from customers
- Have frequent reliance on borrowings to meet operating expenditures
- Looking forward to raise funds and need viable financial indicators.
- In need of financial strategies to improve business performance

# Business MasterAdvisory™

Signature Offering

Experience our all-inclusive and on-going support for successful business plan development and execution

## Overview

Business MasterAdvisory™ is our signature offering to support development and implementation of business plans and setting new strategic direction. The program is built around improved cash flow, profitability and value growth.

## Objective:

To provide on-going support and services to develop and implement business plan and related strategies.

## Deliverables

- **Comprehensive Business Plan** – Clients receive a copy of their business and strategy plans, which is specifically developed for business, including strategies for improvement, financial assumptions, and other key components of the business plan.
- **Strategy Document** – A set of effective strategies and action plan to grow profit and improve cash balances.
- **Financial KPIs:** Set of KPIs to drive the profitability of your business that acts as a continuing guidance and a measuring gauge for your financial success.
- **Financial Projections:** Clients receive historical and projected summaries for income statement, balance sheet, business health check, and cash flow.
- **Ongoing Implementation Support-** Clients receive ongoing support to implement their strategies and business plan.

## Highlights



Implements  
business plan



Drives  
growth



Delivers  
profitability

### Benefits

- Professional support to implement business plan strategies
- Significantly increase success of plan execution
- Cost effective way to obtain otherwise costly consulting services
- Continuing business advice and support greatly enhances business performance.

### Methodology

One-on-One personalized business advisory sessions on month to month basis where you receive complete set of deliverables and ongoing implementation services.

### Who should use it?

- Lacking in house resources to implement business plan strategies
- Hesitant to implement business plan strategies due to high cost to hire resources on full time basis
- In need of a continuous business consultation on business areas for renewed confidence and strong decision support.

“Planning is bringing the future into the present so that you can do something about it now.”

**Alan Lakein**

## About BroadVision

BroadVision provides simplified and holistic business solutions ranging from achieving best in class financial management, tax compliance, robust business technology to all-inclusive business growth solutions. Our multi-disciplinary advisory counsel with average of more than 20 years of experience helps you solve complex business problems and transforms your strategy into reality.

Our vision is to help our clients build strong companies that drive growth and deliver best in-class profitability

## Our Leadership Team



**Mohamed Kamil  
Ahmed Al Ali,  
EMBA, CPA**  
Chairman & Senior  
Partner



**Kashif Nazir,  
FCA, CPA**  
Managing Partner



**Sabeen Farooq,  
FCA**  
Partner



**Mohammed Ali  
Qaiyum, FCA**  
Senior Advisor-  
Taxation



**Vinayak Arora**  
Advisor- Strategy  
& Planning

### Why BroadVision?

- ✓ One stop solution
- ✓ Experienced professionals
- ✓ Collaborative approach
- ✓ Quick turnaround
- ✓ Fair fee policy
- ✓ Personalized support

# Our other value added programs & services

BroadVision's expert advisors help you solve complex business problems, transform your strategy into reality, drive growth and deliver best in-class profitability

## Financial Excellence



Trusted financial solutions to help businesses achieve financial success and create sustainable value.

## Tax Advisory & Compliance



Professional VAT Advisory offerings aiming to deliver compliance at minimum cost with hassle free outsourcing option for our clients.

## Business Controls



Delivering successful business outcomes through effective internal controls that increase process efficiencies and reduce risks.

## Business Technology



Discover how our forward looking technology advice helps you keep competitive in today's digital world.

Get in touch and learn more about all our value added programs

Contact us to learn more on how we may add value to your business

# **Growth & Profit Excellence Programs™**



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