

Company Health Checks



There may be times when your business will run into difficulty. Should this happen, we can be on hand to advise you on the steps to take to attempt a business rescue.

Why do so many companies fail in the UK construction sector?

Inadequate sales, reduced margins, poor cash management and contractual disputes are all typical symptoms of a failing business operating in the construction sector.

But do these symptoms mean that a corporate disaster is inevitable? And if your business is suffering from any of these complaints what, if anything, can be done about it?

It is a fact that people rarely want to talk about business problems. It is simply not in our nature. However, it is the failure to recognise problems and take appropriate advice at the right time that is the single biggest cause of company failure in the UK.

Why should you consult with The Vinden Partnership and what services can we offer our clients?

Since its inception in 1994, The Vinden Partnership has advised clients on over 300 corporate restructures, acquisitions and recoveries. This advice is provided by experienced professionals who themselves have worked in surveying, legal, management and insurance professions allied to the UK construction sector.

If a rescue is not possible, we can advise you on the appointment of an insolvency practitioner to comply with your obligations under relevant insolvency legislation. We can recover outstanding debtor and work in progress values, advise on the sale and novation of relevant contracts, arrange for the completion of contracts and assist in negotiating the sale of the business to interested parties.



Company Health Checks (cont'd)

The following is just a sample of the range of services available to companies;

- **Management Reviews** – analysis and commentary on existing management procedures, together with recommendations for improving existing and introducing new control systems and procedures.
- **Company Health Checks** – Detailed analysis of existing financial systems, operating budgets and accounting information.
- **Cash Flow Forecasting** – preparation and validation of cash flow forecasts for funders, purchasers and the existing management team.
- **Contract Realisation** – preparation of final accounts and claim documentation and maximising the rapid collection of monies thereafter in negotiations or appropriate legal proceedings.
- **Acquisitions and Mergers** – Detailed analysis of contracts, risk profiles and related contractual issues. Negotiating on behalf of sellers and buyers to achieve the best commercial terms.
- **Recovery and Restructures** – advising directors, funders and insolvency practitioners on all issues related to restructuring and recovery programmes.
- **Novation and Assignment** – valuation of part completed contracts for onward sale to interested parties including the negotiation and settlement of appropriate commercial terms.



For further information:

If you require further information on any of our services, or if you wish to discuss your requirements with us, please do not hesitate to contact us:

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