



### **Topaz Solutions Limited**

Topaz Solutions is a New Zealand based services firm. The Company specialises in long term outsourcing and product solutions. Topaz Solutions has grown significantly over the past five years. Success is due to working with clients to understand their issues and to provide a full development solution.

### **Situation presented**

Topaz Solutions had successfully migrated its business offering from providing personnel resources to taking full ownership for delivering business solutions. What was required was an appropriate back office structure to underpin its current services and prepare the business for growth to the next level. It needed senior financial management direction, but not a full time resource.

### **Solutions provided**

- Planned by assessing the position of the Company within the market to record its present status and determine where its growth opportunities lay. Mapped its key market offering and competencies against competitors. Confirmed the benefits it offers under long term contracts as a further area for increased concentration;
- Built through supporting the management team to quantify and present a successful proposal to provide additional client services on an outsourced basis. As this required up-front client investment with payback over the period of the agreement, negotiated a banking facility to mirror the cashflow of the deal;
- Built a financial forecast model that has been integrated into the ERP system to project and monitor annual performance to budget by month. This allows the Company to monitor performance against budget and reforecast future months at regular intervals;
- Run via continuing to provide monthly review services of performance to ensure that deviations are investigated, understood and are addressed with appropriate action. This includes the interview of management and meetings with directors;
- Plan by continuing to provide formal annual market review updates to ensure that the Company executive best position the Company in relation to international trends and local corporate activities.