


Key Milestones

-  **1** Gain insight on the key clients and suppliers by carrying out a pre-analysis exercises with the support of Business Doctors.
-  **2** Spend a full day with Business Doctors off-site to analyse the business from a holistic perspective and together create an outline for the strategic direction, objectives, in which the organisation will head towards in the medium-term.
-  **3** Business Doctors will develop the business strategy, by identifying the objectives further and create a practical action plan within a defined time line.
-  **4** During the final session the strategic plan will be thoroughly discussed and the first steps of the implementation are planned.



STRATEGIC REVIEW

Take your business to the next level

In today's highly competitive business environment, budget orientated planning methods are insufficient for companies to survive and prosper. The company must engage in strategic planning that clearly defines objectives and assesses both the internal and external situations to formulate the strategy, implement it, evaluate its progress, and make adjustments and optimise as necessary to stay on track.

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**HANDS ON SUPPORT
FOR YOUR BUSINESS**



MANY BUSINESS OWNERS ASK:

- How do I take my business to the next level?
- What actions can I take to improve my company's long-term cash flow situation?
- How can I ensure that my operations run smoothly and efficiently?
- How can I increase our sales turnover?
- How can I reduce the dependency of the employees on the business owner?



RESULTS OF STRATEGIC PLANNING:



“If you don't know where you are going, any road will take you there”

Lewis Carroll

Strategic planning is the key to take your business to the next level

Entrepreneurs and business owners are often so preoccupied with immediate issues that they lose sight of their ultimate objectives. Most times, when starting a new business venture, business owners are highly driven and have a vision in mind that they want to achieve within a certain amount of time. Over time, despite the obvious potential and drive, these aspirations are unfortunately put aside as various operational issues start taking precedence. Consequently, business owners often end up working solely on their business and these issues, and not focusing on taking the company to its originally envisioned destination.

More often than not this is the result of a lack of strategic planning, which ultimately is what defines the business, and gives it a set of values and purpose. It helps an entrepreneur to understand what success looks like by laying out a roadmap for the business, showing them the destination, and identifying useful stopping points along the way. After all, who would set off on a journey without having some idea of where they were heading or how they would get there? Creating a plan for business growth helps you re-focus your business on delivering the outcomes that you want and provides an effective framework for positive change.

Benefits of a Strategic Review



Identify the talent required and develop the organisational structure to reduce dependency on the business owner and achieve the planned growth.



Develop practical financial models that give a realistic overview of the outcomes resulting from the planned actions.



Identify the key drivers for the business growth to focus on the most profitable business opportunities.



Evaluate the organisational processes and identify improvements to ensure internal efficiency and effectiveness.

HOW CAN BUSINESS DOCTORS HELP?

Business is our passion and by supporting you and your company, we make a difference by sharing valuable lessons and practices and helping you apply them to grow substantially and achieve your vision. Our tailor-made strategic review sessions facilitate discussions with the business owners and encourages active brainstorming and idea generation. Business owners learn how to focus on their organisation by fostering a strategic business outlook and together we come up with action points addressing the core elements of every business: people, finance, business development and internal business processes.

Success stories

“ Since we have started working with Business Doctors, we have managed to work towards several business goals and objectives, to which we have finally started seeing the incessant hours we have put in the company bringing results. Through hands-on workshops and a clear plan of the business strategy, we have also realised what the full potential of our company is. Today we are aware that this is just the beginning of a challenging time, but we know that we have transformed the company by achieving our business vision. ”

Jethro Cuschieri
Managing Director and Owner
Able Company Limited (Fujitsu)

“ Business Doctors Malta were dedicated and committed to fully understand our goals and core values through various brainstorming sessions. They carefully developed a strategic review and business plan that together with their practical advice, are helping us to efficiently forecast financial costs in order to reduce the strain on our cash flow. Being a start-up, another essential benefit was that we were able to benefit from one of the EU-supported funding schemes that reimbursed us part of the costs on the consultancy support services received.”

Julian Cachia
Founder
Juwill Productions