



Grant Thornton

A New Perspective

Business Consulting Services

Introduction

Every private business pursues opportunities to increase revenues, secure a high return on the shareholder equity and cater to other stakeholders needs. While some businesses are successful in achieving this, some need external resources, skillsets and knowledge. To achieve an exceptional performance, above average return on equity and stakeholder satisfaction, you need to have a partner - a partner, with global intellectual capital, in-depth knowledge in various industries and a broad capability base.

Given our international knowledge base and expertise in many industries, we will use our talent, knowledgebase, tools and methodologies to help you make tough decisions, take bold actions and achieve valuable growth. We will work with you as your business partner and help you achieve your growth objective, resulting in you achieving your primary objective – enhancing stakeholders' value.



A close-up photograph of several hands pointing at and writing on a document, suggesting a collaborative business meeting or review process.

Financial Management

Finance Transformation

Supporting CFOs in understanding the factors that drive an effective finance function. Designing and implementing operating models and process improvements. Help in directing management focus to high priority business areas and providing a more scientific approach to decision making.

Services typically include:

Finance health checks: Helps firms understand how their finance function rates against best practice through an independent assessment of the role played by finance and the effectiveness of the finance function within that role.

Working capital optimisation: Delivering and sustaining a cash release from locked up working capital requires discipline across all areas of the business, applying internal processes, organisation and controls that are aligned to deliver effective working capital management and discipline around their implementation.

Financial modelling: Building a target operating model. Forecasting of a company's future financial performance based on the historical performance of the entity.

Financial Operations

Data analysis and reconciliation
Policies and procedures
Managed services for financial operations

Shared Services

Analysis of key financial metrics to evaluate a transition to a shared service model.

Finance Strategy

Planned development of the finance function in an enterprise where a clear vision, strategy and roadmap is defined.

Cost and Performance Improvement

Identifying measures to track performance
Evaluating activities to ensure goals are reached
Includes setting performance targets and systems to ensure they are kept under continual review.



Business Transformation

Operating Model Design

Help organisations adopt a collaborative and inclusive approach to develop a target model beyond organisational structure, provide for accountability and governance, transform strategy into operational plans, and benchmark against industry best practice.

Complexity Reduction

The simplification of an organisation's strategy, organisational structure, products and processes, aiming to open improved services to customers whilst also reducing demands on business processes.

Large-Scale Cost Reduction

Helps reduce the costs of goods produced and services provided by an organisation, without compromising their quality and suitability for the use intended, with the help of new and improved methods.

Merger Integration Enablement

Supporting companies and groups of companies in deriving the maximum benefits in terms of operations and finance from consolidating business entities. It gives owners appropriate control over the extended or newly-created group of companies. Both elements are aimed at effectively securing the owners' interests.

Change Management

Delivering on strategy inevitably requires changes to be made to the operating model and such change can be highly disruptive if not managed well.

Support leadership teams to improve operational effectiveness and efficiency to deliver change management programmes which minimise the disruption to the business but optimise results.



Human Capital

Organisational Design

Involves the creation of roles and responsibilities, processes and structures to help realise a business's goals.

Performance Management

Linking business strategy to Key Performance Indicators (KPIs).

HR Policies and Procedures

The process of advising a human resources team on its policies and guidelines and the approach an organisation intends to adopt in managing its people going forward.

Behavioural Change Management

Behavioural change management is the change of workplace design, changes to processes, job roles, structures, types and uses of technology.

Skills and Competency Assessment

The assessment or benchmarking of existing employees' skills and competencies in comparison with performance standards.

Succession Planning

The process of identifying and developing people who can move up if a key employee

Talent Management

Talent management seeks to attract, identify, develop, engage, retain and deploy individuals who are considered particularly valuable to an organisation.

Strategic Workforce Planning

Getting the right number of people with the right skills employed in the right place at the right time to deliver an organisation's goals.

People Strategy

A strategic document that outlines a company's approach to, and relationship with, its employees.

Human Capital Management

Human capital management (HCM) solutions provide an integrated approach for addressing current and future talent management issues. Organisations require the flexibility to scale solutions to their business strategies, operating models and culture. The result is an integrated, sustainable and measurable solution that drives greater productivity, alignment and quantifiable results.



Operational Improvement

Process Improvement

At their core, organisations are composed of three things: people, processes and technology. The alignment of these variables and the way in which they interact with each other separate success from failure.

Work with companies to review and redesign their operating models to reduce waste and increase efficiency and effectiveness.

Help companies identify, analyse and improve existing business processes.

Organisational Transformation

Aims to align people, process and technology initiatives of a company more closely with its business strategy and vision.

Services include:

alternative service delivery model reviews
organisation model design/review, shared services establishment and review, and
customer journey mapping.

Performance Improvement

Help companies align their organisations to optimise performance by streamlining processes, reducing waste and measuring the achievement of outcomes. Leverage appropriate technologies and consider the impact on their people in order to help them achieve strategic goals and reduce risk.

Supply Chain Management

Work with companies to redefine core supply chain issues related to vendor management, inventory optimisation and leveraging data analytics for logistics and distribution planning.

Operating Model Transformation

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Operational Improvement

Supply Chain and Inventory Optimisation

The single largest cost to business usually is its inventory so the way in which it acquires, controls and uses that inventory materially impacts on performance. Optimise sourcing strategies, advise on pricing and contracts, shipping, in country logistics, inventory control – the full end to end supply chain solution.

Profitability Improvement

Provide cost and profitability analyses to identify the financial impact of activities and identify opportunities to improve performance and create value. Financial planning and analysis to give CFOs better business insights and enable better decision-making. Financial benchmarking to utilise external data to identify opportunities for financial improvement.

Strategic Sourcing and Procurement Solutions

An analysis of a company's procurement process where procedures, methods and processes are evaluated to optimise value to the organisation.

Shared Services Optimisation

Involves four primary components: shared service catalogue, cost model, integrated cost allocation plan, and shared service operating model (processes, technology, people).



Programme Management

Project Management and Program Mobilisation

Application of knowledge, skills, tools, and techniques to project activities to meet the project requirements.

Stakeholder Management

Systematic identification, analysis, planning and implementation of actions designed to engage with stakeholders.

Change Management

Redirection or refining of resources, business processes, budget allocations or other modes of operations within an organisation that significantly change an organisation.

Project Management Consulting

Help businesses effectively manage their projects, large or small, in a controlled manner while tracking progress against key performance indicators (KPIs) and targets. Deliver bespoke solutions that are tailored specifically to meet their needs; and combine strategic thinking and leverage global expertise.

Project Management Office

Provide support on establishing new PMOs, operating a PMO or advising how to optimise an existing PMO within an organisation.



Strategy

Corporate Strategy

Identifying and implementing a vision for the future direction of the organisation through understanding stakeholder expectations and preferences, and evaluating the strategic options based on these preferences.

Strategic Planning

We support our clients effectively in their strategic planning through a stakeholder based approach, holistically addressing the current market and identifying the optimal future state of the business.

Business Case Development

The creation of a document which outlines the benefits, costs and risks of alternative options and provides a rationale for the preferred solution.

Feasibility Study

Help businesses assess the practicality of new ideas, their strengths, weaknesses, opportunities and threats they face and the resources required; this will give them insight needed to determine their prospects for success.

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Market Analysis

Help businesses better understand the dynamics, opportunities and challenges of the environment that they operate in to help them develop and implement their strategic goals.

Corporate Strategy and Decision Support

Identifying and implementing a vision for the future direction of the organisation through understanding stakeholder expectations and preferences, and evaluating the strategic options based on these preferences.

Customer Growth Strategy

This is the creation of a strategy aimed at winning larger market share through focusing on customers and driving sales.



Strategy

Innovation Strategy and Execution

The process of growing market share or profits through product and service innovation.

Economic Impact Analysis

Help to enable businesses to assess the impact of their organisation, policy, programme, project, activity and other economic events in the wider economy. Analyse the direct, indirect, induced and dynamic effects of any particular event to show the resulting change in economic activity from their decisions.

Business Sustainability

Research, assessment and qualification of opportunities to identify the best fit for growth by M&A, including adviser selection and helping businesses transact through our financial advisory teams. Conversely, repositioning a business for a sustainable future presents new challenges to even the most effective leadership team. Provide advice and guidance to help companies reposition their business for a sustainable future.

Board Advisory

Senior partners guide boards through the governance minefield, supporting the board to make well considered and responsible decisions that foster effective board and management relationships.

C-Suite Support

The traditional function of the CFO, COO, CIO, CMO has evolved from being fundamentally operationally focused (implementing strategy) to include effective stakeholder management, value creation and broad-based leadership (devising strategy).

Senior partners in the S&O (Strategy & Operations) counsel, mentor and support C-suite executives to be personally successfully, aligning personal ambition to the needs of the business.

Ready to go beyond?

To obtain highly effective and bespoke support and solutions from the right subject matter expert, please get in touch with:



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