

A photograph of two men in a meeting. The man on the right, wearing glasses and a blue checkered shirt, is smiling and writing on a pink sticky note on a whiteboard. The man on the left is seen from the back, wearing a light blue shirt. The whiteboard has several other sticky notes in various colors (pink, teal, yellow) attached to it. The background is a plain wall with a window.

Grow practice

Realise the true value in your business

SHAW & CO

From where you are today, to where you want to be

We are a focussed advisory team established to help owner-managers maximise and realise the value within their business. Our expertise lies in helping entrepreneurs accelerate their growth and build real long term value.

We work with clients across all stages of their company's evolution, at a pace and at the points that align with their needs. No-one should be embarrassed to seek expert advice to help with the more challenging aspects of growing a business. After all, you have enough to focus on when delivering the day to day. Let us share some of our learning and get you from A to B quicker.

Why Shaw & Co

- Support to grow, fund and exit your business under one roof
- Access many years of experience in the specific challenges you face
- Focused team creating personalized and tailored solutions
- Reach across national and international markets.

Benefits of our Grow practice

- Get ready for sale or funding
- Solve burning issues that are stifling your company's growth
- Improve long term revenue prospects and deliver better profit margins
- Develop your leadership and workforce into a motivated, focused team
- Simplify the business and create clear direction and seamless decision making
- Grow the value of your shareholding, create options for you and your business.

Stages of our Grow practice

Analyse

Where are you now?

Where is your business today? Where does the value lie? How can we best build that value? Where do you want your business to get to? The answers to these questions provide the building blocks of the plan we will develop together.

Strategy review

Market validation

Value lab

Plan

How will you get there?

Whether through a 100/500 day milestone plan, a Business Plan, a Financial plan or all of them, we will help you develop a roadmap to your business destination.

Business planning

Financial modelling

100/500 day plans

Implement

Putting plans into action

Now you have clear plan and roadmap it is key that it is executed and delivered, thoroughly and to a high standard. We are experts in change management, and we understand that your business needs to keep running whilst your people, process and technology changes are implemented. We can oversee your plan roll outs and help you navigate the inevitable hurdles.

Plan roll out

Change management

Support

Staying on track

Once your plan is implemented and your business is in a stronger position, it is vital that you maintain momentum. We know this can be tricky when there are orders to fill and clients to please. We offer time boxed expert help to fit around you, from board creation and support, coaching and mentoring, to enhancing your culture and talent pool, including advice on EMI schemes and other employee plans.

Board support

Rewards and incentives

Coaching and mentoring

About me

I am intensely curious about business. I have always enjoyed thinking critically about the corporate world around me and advocating positive change. I like to challenge the norm and help people and businesses shape their future. A big lover of sport, I have played rugby around the world where I've met some great people but also learned a huge amount about leadership, team dynamics and how to get the best out of people.

With the knowledge I've garnered across almost 25 years in the global financial markets, scaling up businesses within corporates, along with time spent in Silicon Valley, I am able to guide innovators and thought practitioners to success. This has been achieved through coaching teams, strategic planning, product development, sales and marketing strategies – and in designing, as well as implementing, tailored operational frameworks around risk, performance, cost and people.



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