



METIS

integrity, passion, results

Making the complex simple.
We are CEO and CFO advisors
for Australian businesses.



Your trusted CEO and CFO partner.

From balance sheets to total business performance, we're transforming the profits and sustainability of Australian businesses.

Metis Consulting is a management consultancy that offers tailored financial and commercial management for Australian small and medium-sized businesses (SMEs).

Our team of dedicated professionals offer an exclusive service, combining wide-reaching strategies with a focus on individual client needs. We're the partner CEO or CFO your business needs to have on board.

With an emphasis on improving business profitability, cash flow and performance, Metis delivers business results that are as transformational as they are sustainable.

The Metis story

Metis was founded in 2007 by CEO Lyle Holm, to meet a real and growing need for Australian SMEs to access the finance management resources normally exclusive to top-tier corporations.

Over the past decade SMEs have multiplied in number, employing 43 per cent of the workforce in 1999 and 69 percent in 2009, and now accounting for 33 per cent of Australian GDP. In the current economic climate, small to medium businesses are faced with multiple challenges: not only must they improve business efficiencies and productivity, they also need to manage escalating business costs while improving profitability and cash flow to survive.

Taking our name from the Greek goddess, Metis – synonymous with wisdom, good counsel, skill and sound thinking – we are uniquely positioned to help SMEs get and keep optimal business numbers through sound financial management.

How is Metis different?

We're relationship-driven.

- » Client centric and long term partnering
- » Available face-to-face
- » Responsive to unexpected changes
- » Flexible onsite and offsite teams
- » Personable support team
- » Open, frequent and direct communication
- » Respectful and unintrusive

We're trusted experts.

- » Experienced CEO and CFO advisor
- » End-to-end service portfolio
- » Commercial and practical expertise
- » Economic and industry astuteness
- » Latest knowledge and insight sharing
- » Rigorous analytical methodology
- » Solutions, systems and process driven

We're committed to results.

- » Immediate and impactful results
- » Return on investment from day one
- » Sustainable outcomes
- » Measurable transformation
- » High value delivery
- » Quality service
- » Fast turnaround



What we strive for

In our daily interactions with some of Australia's most committed companies, our team remains driven by our four company values.

» We're dedicated to delivering transformational results.

We are in the business of building more profitable and sustainable businesses for Australia's SMEs. We achieve transformational results for our clients, and sustainable business excellence. We do this through a rigorous analytical approach where we utilise lean solutions, systems and tools. We then measure and report back on the results so you have visibility of your ROI.

» We provide a responsive and flexible service.

Given the unique needs and challenges of each business, we tailor our services to meet the specific needs of our clients. Our expertise and services boast the standard of a much larger consultancy, but with a strong focus on client relationships, measurable outcomes and profit & cashflow from day one.

» We're a partner you can trust and rely on.

We are the partner of choice for Australian SMEs building more profitable and sustainable business operations, and our service model is built around the drivers and challenges of SMEs. With a solid reputation for quality and transformational results, we have built our client base through direct referrals. We demonstrate a high level of respect and integrity in all of our business dealings with a robust service delivery model that underpins each and every project.

» We provide high-value commercial experience and insights.

Bringing high-value commercial experience from both the CEO and CFO perspective, we have the best of both worlds covered. On the CEO side, we understand the importance of business management for profitability and strong cash flow. As former CFOs, we also value financial performance for the overall health of a business. With the ability to view the world through the SME business owners eyes, Metis CEO and CFO services bring together the strategic, tactical and financial expertise to deliver improved cashflow and profit.

Who works with us?

We are the go-to consultancy for growing and mid-market companies needing help in shaping a strong and sustainable platform for financial management and high business performance. To date, our CEO and CFO expertise has delivered profitability and cash-flow improvements along with long-term results for small to medium businesses in various sectors, including pharmaceuticals, life sciences, not-for-profit, fuel and energy.

Our services

Metis Consulting works side-by-side with growing and mid-market companies. Drawing on our extensive commercial experience, we're passionate about helping SMEs transform their profitability, cash flow and business performance by implementing a holistic, strategic and finance-driven approach to business management.

Our approach is to deliver targeted, hands-on strategies that we develop, implement and measure in close consultation with you. Our service offering falls into four categories.

CEO Advisory

Through our CEO advisory services, we bring direct experience and insight to business owners, helping them deliver on profit and cash flow objectives by effective strategic business planning, good lean operational governance and lean operational management. Our CEO services include:

- » On Call executive leadership
- » Financial management
- » Strategic business planning and implementation
- » Change management and KPI measurement
- » Supplier negotiation & management
- » Business development
- » Organisational design and talent management
- » CIO and IT Technical support
- » Risk & Compliance management
- » Strategic Marketing and communication
- » Research & development, planning & implementation
- » Product or service delivery
- » Quality and lean management systems
- » Capital raising and bank/other funding
- » Capital expenditure planning and implementation
- » Exit planning



» CFO Advisory

The financial health of your business ultimately determines its success. Yet not every company is equipped to appoint a full-time CFO with the right expertise, to ensure its financial wellbeing stays in top shape. Our CFO advisory services include:

- » On-call CFO and professional staffing resources
- » Financial control - Management Accounting and reporting
- » Financial analysis, budgeting and forecasting
- » Board and management representation and reporting
- » Stakeholder management
- » Credit Control
- » Divestment, M&A and strategic partnering
- » Statutory and other compliance reporting
- » Capital expenditure proposals and analysis
- » Capital funding options and exit planning
- » Financial KPI setting and benchmarking.

Professional insourcing services

Metis Consulting can provide you with individual staff or a team of highly trained and experienced finance professionals to work onsite or offsite to meet specific staffing and business requirements. Whether you have elected to outsource and your current team lacks analytical resources or staff turnover is affecting continuity or quality of finance services, our specialists can provide cost-effective and timely support with a sophisticated range of reporting, strategy and analysis tools. From junior assistant to CFO, Metis has your needs covered.

Professional Partnership services

We offer a comprehensive range of value-add services through our network of referral partners, bringing you an end-to-end solution to meet your extended business and financial management needs. Our partnership services include:

- » CIO Strategic advisory and hardware/software solutions
- » Financial planning and investment advisory
- » Procurement Services – Supplier selection & contract negotiation
- » Insurance brokerage
- » Strategic marketing and Communications
- » Capital raising and other business financing
- » Compliance services – Audit, Taxation & Other Regulatory
- » Legal services
- » Business brokerage
- » Business assistance - Government grants



Our client stories

Here's a snapshot of what we've achieved for some of our clients.

Guidance and growth

Metis help steer a subsidiary of a US based pharmaceutical firm towards a more solid financial base, achieving growth of 25% in sales and 35% growth in net profit and an exuberant client. 'We needed advice on a business level. We needed more than what an accountant could offer. We needed commercial and strategic advice.' Metis was able to analyse and identify the weakness in the foundations of the business, implement the financial systems and process transformation required to deliver a sustainably profitable business. From sales quote to cash at bank, Metis meticulously analysed the profitability of each client relationship and the cost of each process used in the delivery of the product and services of the company. The focus on improved quality and efficiency, combined with better pricing has transformed the company's bottom line and delivered stronger cash flow and a healthier balance sheet.

Transformation and Outsourcing

A Sydney based healthcare services group needed to improve its finance processes and reporting to meet complex customer and compliance reporting obligations. On consultation with Metis, the client chose to implement a fast, high-quality and cost-effective solution while they re-examined their long-term business strategy and planning. Metis provided the client with five finance experts as an outsourced solution to assess the finance department, identify gaps and capabilities, implement solutions to achieve these, and consolidate accounting platforms. Our short-term solution grew into a long-term involvement, as our client organisation saw its finance systems streamlined, reporting accuracy and timeliness climb, compliance obligations met on time and staff morale soar. Importantly the outsourced solution for the client cost less than the maintenance of an in-house finance team. Our client commented: 'The cost of providing financial services decreased, thanks to a reduction in head-count of finance staff, and cost-savings achieved as fewer management and operational staff were needed to support the finance team.'



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