

Service Proposition

Blanc MD: Business Support Done Differently. We believe that no problem is beyond help and every business deserves a chance to flourish. With firsthand experience managing a family-run engineering SME, we have faced the gamut of challenges. Our mission is driven by empathy, knowledge, and a genuine desire to prevent others from undergoing the hardships we have faced.

Objective:

Our primary goal is to provide a holistic business support system for SMEs navigating complex operational, financial, and cultural challenges. We strive to be the hand that guides businesses back to stability and growth, working on the ethos: "No one cares how much you know till they know how much you care."

Services & Pricing:

1. **Assess:** £750
 - Credit Scoring Report.
 - Personality Assessments.
 - Business Questionnaire.
 - Documentation of Inputs.
2. **Review:** £750
 - Co-founder Review.
 - Improvement Roadmap.
 - Team Dynamics Analysis.
 - Comprehensive Reporting and Delivery (Remote).
3. **Plan:** £1,500
 - Introductions & Ground Truth (Onsite).
 - Review & Strategy Alignment Discussion.
 - Drafting the Blueprint.
 - Feedback & Adjustments.

Our pricing reflects the time, effort, and resources needed to provide an output of sufficient value, as well as our costs for external services (assessments, credit checks, etc.). Post our initial engagement for the services above, future collaborations are billed at a base cost of £75/hr. Longer engagement pricing will be worked out with the customer based on mutually assured success. Pricing is exclusive of VAT.

Our Approach:

- **Understanding Firsthand:** We resonate with the legacy guilt and the weight of tough decisions, having managed in critical industries during challenging times.
- **Assess, Review, then Plan:** Culture is paramount but decisions must be data-driven. We merge the emotional with the empirical, creating strategies tailored for each business.
- **Open, Transparent Collaboration:** Whether taking charge or guiding from behind the scenes, we maintain an open-book approach, ensuring clarity and mutual respect at all times.

Unique Selling Points:

- **Empathy and Experience:** We've been in your shoes. We know the real-world struggles beyond theoretical models.
- **Comprehensive, Customised Solutions:** No ego, no agenda. Our services are tailored to the unique needs of each business, ensuring optimal outcomes.
- **Full-Spectrum Communication Management:** From banks and creditors to staff and stakeholders, we ensure consistent, clear communication at every stage.
- **Absolute Confidentiality:** Our commitment to NDAs and discretion ensures all interactions remain private.

Target Audience:

- Business leaders feeling the strain of operational, financial, or cultural challenges.
- Companies seeking innovative cash flow solutions.
- Enterprises at a crossroads, needing either rejuvenation or a graceful exit.
- Leaders who value real-world experience over theoretical solutions.

Conclusion & Assurance:

Every business faces adversity. Recognising the need for help is a sign of strength, not weakness. We at Blanc MD have walked the challenging path and emerged stronger. Trust us to guide your journey, ensuring that together, we overcome any obstacle. Because with the right help, no problem is beyond resolution.