

Isosceles

Who are Isosceles?

Isosceles Finance is a business accounting consultancy

The company was founded in 2001 by the CEO, Mike O'Connell a Chartered Accountant, who qualified with Ernst & Young in London. Through work with investors and early stage companies, Mike realised that emerging and growing businesses need an effective accounting function just as much as well established corporations. The challenge these organisations face, however, is how to afford the calibre of staff and systems required which will help them grow and prosper.

Isosceles was founded to provide clients with affordable 'best in class' accounting support in the form of interim, part-time and outsourced accounting solutions.

The company is located near Heathrow and delivers services to companies in the South East.

What are our service offerings?

Helping to close the skills gaps and take on the bigger financial challenge

Whether it's an overworked Finance Director who needs management accounting support, enabling them to focus on strategy, a Managing Director who needs Finance Director level resource to deal with the bigger financial challenges or a Board that needs an entire financial team to take all the accounting headaches away, Isosceles can help.

Strategic services

Business performance improvement

Grooming for sale

Mergers and acquisitions

Business turnaround

International business

Consultancy and projects

Part-time FD

Interim FD

Financial modelling, budgeting and forecasting

Due diligence

Acquisition integration

System selection and implementation

Back office services

Outsourced accounting

HR outsourcing

Payroll outsourcing

IT services

What Projects have we Completed Recently?

We have undertaken a variety of projects over the last 18 months here are a few

- Lead advisors on acquisition of Edgewing Limited by Business Objects
- Advisor on sale of AssetHouse Limited to Amino PLC
- Lead advisor on sale of MarketingNet Limited to WAA Limited
- Provided due diligence support to MDSL Limited on their acquisition of US services company Union Square Associates Inc
- Selected and implemented a variety of accounting packages
- Advised on implementation of international trading structures
- Currently advising on numerous restructuring, cost cutting and redundancy programmes
- Prepared business plans and cashflow projections to support refinancing
- Providing interim and part-time Finance Directors
- Due diligence on investment in PowerOasis Limited
- Due diligence on investment in VoiceVault Limited
- Provided due diligence health checks to three companies who had been
- Implemented several EMI and non EMI share option scheme schemes
- Enabled many clients to successfully claim R&D tax credits

Who are our clients?

In the past seven years we have helped 90 ambitious companies realise their potential

Our clients are largely early stage, funded or rapidly growing technology companies. Our clients include four recipients of the Tech Track 100 Award.

Our largest client is a fully listed £203m turnover company, our smallest is an Imperial College spinout.

What do our Clients Think of us?

This is not a "one size fits all" service - each client has their own service, delivered to their individual requirements to reflect how they need to do business

Here's a taste of how a few of our other clients view Isosceles:

"I trust Isosceles with one of the most fundamental parts of my business. I have complete confidence in all their staff. They have never let me down." CEO, Solsis

"Successful organisations need flexible partners like Isosceles." CEO, AssetHouse
(recently bought by Amino Plc)

"Getting director, controller, accountant and payroll services from one source is hard enough – getting them as a coherent and integrated team with established processes and service levels is unique." COO, Line Communications

"I am delighted by the results achieved by Isosceles' painstaking attention to detail. They are calm and professional and paid for themselves many times over."
CEO, MDSL

"We identified a number of potential advisors that knew about acquisitions and disposals, but only Isosceles knew our business and were able to articulate clearly why we were a valuable asset to Business Objects." CEO, Edgewing

"Isosceles have supported us all the way from our MBO. They offer a rare blend of pragmatic business skills with first-rate finance and accounting expertise." Founder,
1st Touch Ltd.

What is the Role of the Internet in your Service?

The introduction of the Isosceles Collaboration Engine ICE has revolutionised the way we and our clients do business

ICE is at the core of our outsourced finance and accounting service, it provides a secure centralised repository for all client data, documents and information which can be entered and accessed by our own distributed workforce as well as our clients whether they are at home or in the office, in London, Paris or New York - it makes no difference. Any time, any place, anywhere.

Isosceles were shortlisted for the **Accountancy Age Awards 2008 'Best Use of the Internet – Business'**.



Through **ICE** we can provide our clients with:

- Secure, auditable, remote data capture
- Ability to scan documents (e.g. invoices) remotely.
- Scanned documents automatically go into the 'workflow' of the team managing that client. They are then categorised and processed into the accounts package being run for that client.
- 'Workflow' manages the authorisation process, e.g. for expenses, payroll changes, payment runs, etc. which is fully auditable.
- Work-flow can be created to build applications such as invoice and expense authorisation, purchase order authorisation, goods receipting, payment run authorisation, timesheet authorisation, etc. to each client's individual business requirement.
- All data, information and documents are accessible by the client through their portal – any time, any place, anywhere.
- Management accounting information immediately available.

Why Choose Isosceles?

Accountants with Personality!

Isosceles is a successful, forward looking company, with a unique blend of experienced professionals. We have achieved a consistently high rate of growth through the provision of service excellence and our clients have achieved success in partnership with us.

We stick at what we are good at. By specialising on SMEs we understand the market, how it does business and most importantly how to support companies to grow and succeed. We really can make a difference and have already helped over 90 companies realise their potential.

Isosceles was founded to provide clients with affordable 'best in class' accounting support in the form of interim, part-time and outsourced accounting solutions, which will help them grow and prosper. We listen to our clients and have developed an innovative and adaptable offering.

We constantly re-invest in the future as demonstrated by our investment in **ICE**. **ICE** was developed around customer needs and has been shortlisted for the Accountancy Age Awards 2008 'Best Use of the Internet – Business'.

In collaboration with our clients, suppliers and partners we do clever things simply.