

Part Time FD – Helping to Grow the Business

At this company their aspirations were clear; to be a leading provider of IT technology solutions in their location.

They have: twice appeared in the Sunday Times Fastest Growing Top 100 companies (TechTrack 100); appeared in the Top 250 UK ITC resellers for four consecutive years; won a South East Business Awards for Growth; came second in a Business Magazine Small Business Award.

The Requirement

Their original business model was as a hardware reseller and installer, but in response to the changing IT landscape they took the decision to evolve the business into an IT services and solutions provider.

This transition, however, is not as easy as it sounds! This company's chosen marketplace is particularly challenging. There are conflicting pressures with IT Directors on one hand actively looking to reduce discretionary spend, but on the other looking at IT outsourcing as a means to saving money.

The challenge for the Board was to monitor how these conflicting pressures affect the performance of the business, changing and adapting the sales strategy to best take advantage of the opportunities.

In order to do this the Board needed input from an experienced Finance Director.

Why Isosceles?

They did not need a Finance Director full time, they took a leaf out of their own book and outsourced this role to Isosceles.

Isosceles were introduced to this company by John Cavill, a high business growth coach.

Both companies share a common drive and philosophy - to build market leading companies with excellent customer service. This meant that culturally Isosceles were a good fit and could get up to speed quickly.

Isosceles understand the unique needs of a growing technology company. They have part-time and interim finance directors with the confidence and experience required to become a fully participating member of a client's board.



The Service

Isosceles provided a part-time FD who is a fully participating member of the company's Board.

The Results

Isosceles have helped them through this challenging period, supporting their growth into a leading provider of IT services and solutions in their location.

This company now work as "virtual IT Directors" on behalf of their clients, providing recommendations upon the implementation and use of technology in line with a client's individual business plan.

Isosceles have supported them through their office move to a large office and helped to structure the finance correctly. They also provided due diligence support for their acquisition of a networking business.

"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." Commented the MD