

Technology, Media & Telecoms



Helping you to stay nimble and dynamic

“Being a technology business often means innovation, fast pace of change, high-growth potential and global competition. We understand how these issues drive what you require of us.”

Our technology, media and telecoms (TMT) team works across all advisory services to help your business sustain growth and plan for the future. We understand that being a TMT business often means innovation, fast pace of change, high-growth potential and global competition. However the challenges linked to decreased technology spending, industry convergence and new management strategies are complex and often mark the difference between success and failure.

We understand this and apply our industry knowledge with technical expertise to companies in IT & telecoms, new media, biotech and renewable technology. Our aim is to help you stay nimble and dynamic by supporting you with expert advice.

We have considerable industry experience. Our insight across all aspects of the technology sector provides clients with focused and practical advice in assurance, tax and advisory services. Our clients include fast-growth start-ups, growing owner-managed businesses and subsidiaries of international groups. We understand complex, growing businesses, and are dedicated to ensuring your strategic objectives are given the same attention as daily operational demands.

Most of our technology clients have an international dimension to their operations or, at the very least, international aspirations. As members of HLB International we provide clients with access to professional advice in over 100 countries worldwide.

Technology

The key feature driving our technology clients is innovation, particularly the rapid application of science in industry and commerce. You may be launching a new product or enhancing an existing product ahead of your competition. We focus our expertise on helping innovators such as software, hardware and life sciences companies deal with the demands of a rapidly changing market. When innovation is at the heart of your competitive advantage, you need an accountant who understands the nature of your product life-cycle.

We recognise the stresses and strains you face in a competitive market, and we use this understanding when providing services to you. For example, during an audit our approach to inventory will be guided by the stage of development of new products.

For further information
contact your relationship
partner or email

enquiries@menzies.co.uk

www.menzies.co.uk

Technology, Media & Telecoms

By understanding how you manage the costs of innovation and the timing of revenue streams, we can assess your cash flow and funding requirements.

Media

The media sector was hit particularly badly by the economic downturn as revenue from advertising, subscriptions and licensing fees fell. The spectre of a long climb out of recession will put a new strain on traditional revenue sources, and again, those who adapt quickly will become stronger.

At Menzies, we provide solutions for media businesses of all sizes and have helped many entrepreneurial businesses make the journey to their first profits. Our media practice encompasses the broadcasting, printing and publishing markets as well as focusing on creative artists in music and film, television production and marketing services industries.

The weak economic recovery means that having the right business model is essential. We can help you focus on good housekeeping through working capital management, cash control and proper structuring. Without it your business model could be at risk.

Telecoms

Increased competition, changing customer needs, market deregulation and advancing technologies - these issues are forcing telecoms companies to reorganise and diversify their business offering, expand into new markets and upgrade their infrastructure. As the convergence of technology platforms continues, business opportunities will fall to those who can spot emerging trends and behaviours. In today's time-poor society, the convenience of mobile internet is becoming essential for many business and social users.

As technologies converge, the costs and revenue streams from different business models must be accounted for correctly and the cash flow implications fully understood. We have the technical know-how and industry experience to help you find the best solution for your business.

Solutions that help your business grow

We understand the issues you face and offer solutions to help you through any stage of your business life-cycle. Whether your business is starting out, is growing rapidly, or has reached a plateau and needs help to take it to the next stage, we can help you.

Remaining at the top of your game means continuously developing your business and having the right solutions to help you maximise the growth opportunities. Helping innovation-led businesses is what drives us, and we offer advice in the following service areas:

Tax advice

Tax planning

In these testing times, tax planning can provide opportunities for your business. We can help you drive your business forward, whilst making sure that you don't pay any unnecessary tax, by advising you on international tax planning, R&D tax credits, share options, EMI schemes and tax-efficient staff retention and motivation schemes.

Technology, Media & Telecoms

Business advice

Consultancy

Managing risk, succession planning, management reporting, organisational structure, forecasting and cash-flow management are all essential to your commercial success. We can help you to develop a strategy and plan that will unlock the value in your business.

HR solutions

Strategic HR advice can help you attract and deploy the right people, in the right roles and in the right way. We can help you develop employee leadership and management structures to improve people management, implement change and rationalise salary costs. We can also provide guidance on successful operational HR, appropriate recruitment and staff training so your business can achieve better performance, improved profitability and greater value.

Corporate Finance

Whether you are launching a new company or expanding an existing venture, we can help you with mergers and acquisitions, MBOs, disposals, business valuations and raising finance.

Audit and assurance advice

Our experience of technology audits allows us to minimise disruption and provide a meaningful assessment of your business performance. Combined with management reporting on revenue recognition, international reporting and outsourced management accounts, we can help your business at any stage of its life-cycle.

Outsourcing and payroll

Outsourcing your management accounts and payroll can free you from a large administrative burden, letting you focus your resources on developing your business.

As a member of HLB International, we work with an increasing number of overseas companies investing in the UK and setting up overseas. Our strong TMT client base and in-depth knowledge of industry issues and market cycles mean that we are ideally placed to advise you through these challenges. Please contact us to arrange a no-obligation initial consultation.

Please contact us to arrange a no-obligation initial consultation.

