



BUSINESS MANAGEMENT & FINANCIAL SOLUTIONS FOR SMALL & MEDIUM ENTERPRISES

Problem solving isn't **something** we do at M&A...

...it's **what** we do at M&A"



Rodger Slape

RODGER HAS OVER 30 YEARS EXPERIENCE IN HOTEL MANAGEMENT, LEISURE, CATERING AND CONFERENCE AND EXHIBITION MANAGEMENT. HE IS A GRADUATE OF AN INTERNATIONALLY RECOGNISED HOTEL MANAGEMENT INSTITUTE IN SWITZERLAND. RODGER HAS EXTENSIVE KNOWLEDGE OF "HANDS-ON" MANAGEMENT AT ALL LEVELS, INCLUDING FINANCIAL PLANNING, STRATEGIC POLICYMAKING, MARKETING AND OPERATIONAL CONTROL. HIS SPECIALIST ROLE IS OPERATIONAL MANAGEMENT, CORPORATE SUPPORT AND FINANCIAL ENGINEERING TO SMES LOCATED THROUGHOUT THE WORLD.



*Established in 1989, **MsA global solutions** is a boutique management consultancy practice, offering a professional service of management advice and support, to Small & Medium Enterprises (SMEs) anywhere in the world.*

Whilst offering management skills advice to a wide range of business disciplines we specialise in hospitality, hotels and leisure.

We are committed to bringing added value to our clients' business.



Mike McLeod

MIKE HAS OVER 30 YEARS EXPERIENCE IN REMOTE SUPPORT SERVICES, CONTRACT CATERING, LEISURE AND HOSPITALITY. HE HAS EXTENSIVE EXPERIENCE IN DEVELOPING MARKETS IN THE UNITED KINGDOM, AFRICA, MIDDLE EAST AND CENTRAL ASIA. MIKE HAS HELD SENIOR EXECUTIVE POSITIONS WITH MANY LEADING GLOBAL SERVICE ORGANISATIONS AND HAS ACHIEVED AN ENVIABLE REPUTATION FOR CONSISTENT SUCCESS. HIS SPECIALIST ROLE WITHIN THE COMPANY IS CORPORATE RECOVERY, OPERATIONS AUDIT AND ESTABLISHING CREATIVE AND SUSTAINABLE PROGRAMMES WITHIN THE LEISURE AND HOSPITALITY INDUSTRY.





HOTEL & LEISURE DEVELOPMENT SERVICE

A consultancy service which will help you to maximise your development opportunity

- LOCATION EVALUATION

- SITE EVALUATION

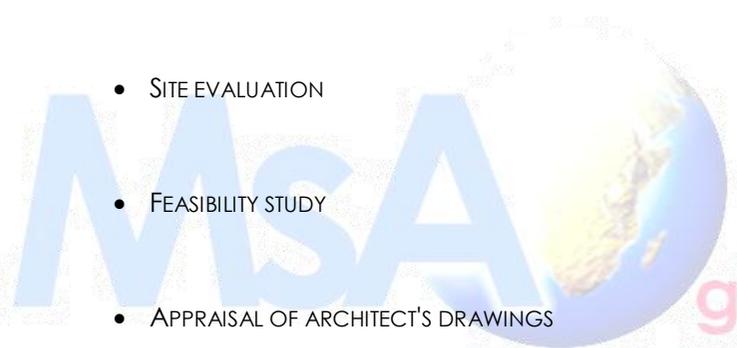
- FEASIBILITY STUDY

- APPRAISAL OF ARCHITECT'S DRAWINGS

- STANDARDS OF PERFORMANCE MANUALS

- INFORMATION TECHNOLOGY

- ATTENDANCE AT INVESTOR MEETINGS



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OPERATIONS AUDIT

We are management specialists, with global experience; an audit of operational management standards of performance will focus future management attention and add value to your company's profitability

- INCREASE TURNOVER
- REDUCE COSTS
- FOCUS MANAGEMENT PERFORMANCE
- ENJOY A BETTER RETURN ON CAPITAL INVESTED



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CORPORATE RECOVERY SERVICE

Our specialist corporate recovery service is designed for Small & Medium enterprises which are experiencing financial uncertainty.

We will help you to find a cure for your business's financial illness.

- **MsA** has over 30 years experience of guiding shareholders and directors through the minefield of financial and commercial restructuring to create a stable business for future growth.
- We can be likened to a financial & commercial medical team and depending upon when it is called, the team can administer financial first aid or major surgery to effect a recovery in the most difficult of situations. Very often the call to us is made when the business is really in trouble and dying fast, having been attacked by creditors and court orders.
- The earlier the call - the easier and more cost effective the rescue.
- We will work with creditors, banks, Revenue & Customs and others to design a plan which will deliver a controlled rescue.
- Our aim is to keep the business afloat and turn it around, leaving a healthy, commercially viable operation.
- The funding of the entire Company may need serious amendment and the **MsA** team can call upon many known private investors and lenders to re-finance part or all of the business.
- Don't wait, if the call comes too late and the situation is desperate, everything may be dying fast. Under these circumstances it is better to have a controlled termination using experienced experts rather than delaying. We work with some of the best insolvency practitioners available.

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Don't wait until
it's too late

HOSPITALITY CONSULTANTS



FINANCE

We will help you to get the sums right *and* raise the finance

- FINANCIAL MODELLING
- FINANCIAL RE-ENGINEERING
- OPERATING BUDGETS
- CASH FLOW FORECASTS
- RAISING LOAN & INVESTMENT FINANCE



MARKETING

- MARKET RESEARCH
- ANALYSIS OF COMPETITOR ACTIVITY
- DEFINING BUSINESS OBJECTIVES
- DEFINING THE MARKET
- PREPARING A STRATEGY
- BUILDING A SALES ACTION PLAN



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CONDO HOTELS

An innovative product offered by **MSA global solutions** to enable hotel owners to release capital tied up in hotel property whilst retaining ownership of the freehold asset

- **Raise a substantial amount of cash**
 - **Without mortgage**
 - **Without debt service**
 - **Whilst retaining control of your freehold asset**
- The investor buys a 99 year lease on the hotel bedroom, which can be traded
 - The investor has access to the hotel bedroom for 56 nights each year
 - The investor receives 25% of the annual bedroom income, giving an estimated ROI of 10%
 - The investor benefits from asset appreciation in line with changing property values
- The hotel owner receives the capital from the sale of the leases
 - The hotel owner lets the room for the remaining 309 nights of the year at normal market rates
 - The hotel owner receives the revenue and operating profit from normal hotel operations
 - The hotel owner retains ownership of the freehold property

"Donald Trump (is) currently building 200 condo hotel units into his latest Chicago tower"



Article in The Times
"TRENDSURFING" by David Rowan
Saturday 12 February 2005

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Who do we work with?

SMEs, Professional Advisers, Hotels, Leisure & Hospitality...



Our services are used by:

- *Small & Medium Enterprises*
- *Banks*
- *Insolvency practitioners*
- *Accountants*
- *Lawyers*
- *Architects*
- *Financial institutions*
- *Hospitality businesses*
- *Independent hotel operators*
- *Leisure park operators*
- *Fitness Club operators*
- *Local Authority leisure departments*
- *Airport operators*
- *International hotel operators*
- *Golf clubs*
- *Restaurants*

Wherever in the world you may be...your location is our destination

We have extensive experience in Africa, Middle East, Western Europe, Central Europe, Eastern Europe, Asia, South East Asia, Far East, Australasia and of course the United Kingdom

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Contact us

SMEs, Hotels, Leisure, & Hospitality



Please contact us today; we are here to provide the solution...

...whatever the problem

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