

Apprise Consulting case studies (cont'd)

CASE STUDY 15 - Due Diligence, CIL Ernst & Young

Undertook a due diligence process on behalf of CIL Ernst and Young to evaluate the viability of purchasing a specialist warehousing and transportation company on behalf of a major investment bank and assisted the new owners in formulating a commercial strategy for the company.

This included:

- interviewing customers, staff and competitors
- Auditing existing operations
- Matching revenue to costs
- Looking at potential future acquisitions
- Establishing potential exit strategies

"Gwynne worked with us on a piece of commercial due diligence and strategy work for our client and their investors NBGI Private Equity. We were very impressed with his combination of detailed operational knowledge in logistics with his market insight and competitive intelligence. Gwynne's input was all heavily evidence based, including interviewing key clients of the business and talking to competitors. He was invaluable at building our understanding of the market and developing commercial recommendations for the business. He has gone on to do some operational consulting for our client team in his own right, as they were very impressed with his input. Gwynne is great to work with, he got on well with the whole team, and his contribution was always timely. Costs were reasonable and in value terms he went the extra mile."

Sebastian Chambers, Director, CIL

CASE STUDY 16 - Expert Witness, 3rd Party Logistics company

The client is a global company, ranked among Europe's leading transport and logistics firms.

The project here entailed producing an Expert Witness report to calculate revenue loss as a result of alleged flaws in the initial floor construction within the warehouse which allegedly resulted in racking being unable to be erected and potential clients being turned away.

This included:

- Ascertaining the market rates for storage and handling over a ten year period
- Calculating approximate utilization of the warehouse during that time
- Providing supporting data.

The case was settled out of court.

CASE STUDY 17 - Expert Witness - Unfair dismissal

The client was an individual who had been dismissed by his company during a period of transitioning from one distribution site to another. The brief was to assess whether the employee had been unfairly dismissed. The case was settled out of court.

"We instructed Gwynne Richards to act as an expert witness in a matter that involved the transfer of warehouse operations between very large sites in the North West. He provided a service that was comprehensive, prompt and added value. He was a calm and authoritative head in a very difficult and demanding situation."

David Mann, Aaron & Partners LLP

Case study 18 - Expert Witness - Health and Safety

UK Retailer

The client was a local authority which was worried about possible Health and Safety issues at a well-known Retailer. Apprise was approached to provide an independent report to determine whether there was a systemic failure of the store replenishment and stock system.

The case was heard in the Crown Court and Gwynne Richards was asked to present his report.