



CEO, COO, Legacy & Digital Value-Chain Driven Transformation, Delivers Competitive Position, Profits, New Growth & Opportunities.

Focus on Start Up's and SME's.

JOHN CULLETON

Case Study - SME Commercial Real Estate

Scope/Requirement – Develop Service provider platform as an outsourced capability and subsequently integrate into acquiring firm.

Established new business model to manage rapidly growing German commercial real-estate business, comprising sixty plus third party businesses acting as managing agents, each managing multiple portfolios operating on different technical platforms and ledgers, applying varying non consistent accounting rules and practices. Result being client had minimal control, required an excessive FTE headcount (circa 200) to manually process the ledger files received from managing agents. Investor and compliance reporting was continually missed and associated financial penalties invoked.

Method – Designed and built new business Service provider platform (people, process, systems, controls), joint ventured by client and two German investment firms and moved 75% of client staff into new entity together with the technical infrastructure (platform, systems, process, operations, control, and services). Subsequently integrated the platform into acquiring firm.

Achievements – Reduced headcount and infrastructure operating costs by circa 40%, reduced process errors by 95%, reduced overall process cycle times from 6 weeks to 1 week, delivered a controlled and consistent business operation.

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