MarkBailey.Consulting

CASE STUDY: BRITCORE SOLUTIONS LTD

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Britcore Solutions Limited

About Britcore Solutions Ltd: Britcore Solutions provides hands-on consultancy to help businesses secure and maintain vital accreditations, including ISO, BRCGS, FSC, and BSI Kitemarks. They simplify the compliance journey through expert risk management, health and safety support, and professional training tailored to the construction and manufacturing sectors.

The starting point

Britcore Solutions had momentum, but the operational foundations weren't keeping pace. System access was fragmented, software choices were under review, management reporting needed tightening, and the business wanted to improve cash flow and ensure strong financial oversight. A great service business that needed the engine room to match its ambition.

Objectives agreed

Key Objective 1 – Financial Direction: Confirm the financial system and initiate migration activities.

Key Objective 2 – Financial Reporting: Implement management account reporting and cash flow planning for VAT and Corporation Tax liabilities.

Key Objective 3 – Terms & Conditions + Direct Debit: Implement a structured payment framework with T's & C's that work for the business and its clients.

Key Objective 4 – Operational Direction: IT Software & Access: Regain control of core systems and Microsoft 365 setup.

What we delivered

KO1 – Software Direction & Migration

- Reviewed finance tools and confirmed migration to Xero
- Initiated Xero trial and setup
- Documented software costs and asset register planning
- Reviewed Direct Debit integrations
- Result: Clear finance system direction with implementation underway.

KO2 – Financial Control & Reporting

- Implemented cash flow visibility
- Prepared VAT forecasting and accountant alignment
- Scheduled strategic finance review
- Result: Proactive financial management and VAT readiness.

KO3 – Direct Debit & T&Cs

- Drafted Terms & Conditions ready for legal review
- Implemented the Direct Debit system integrated with Xero
- Tested the payment process successfully & started the process to collect customer payments automatically
- Result: Improved cash collection and reduced admin burden.

KO4 – IT Foundations

- Secured Microsoft 365 tenant access
- Consolidated multiple data storage locations & shared calendars
- Set up Teams Phones to enable calling via a Landline number.
- Result: Reduced operational risk and improved digital stability.

Overall Impact

Britcore Solutions now operates on stronger operational foundations, with stabilised IT systems, improved financial visibility, and working Direct Debit processes.

Instead of juggling operational pressures, the business now has structure, control, and clarity.

Next steps

With strong operational and financial foundations in place, we can now look to scale the business. We are going to achieve this by:

- Create a 12–36 month growth plan.
- Create a sales strategy whilst implementing a CRM system to help identify prospects which suit the business model.
- Target these prospects with a proactive B2B sales approach.

Watch the full client case study & find out more via the link below.

View Case Study >

Mark Bailey
CONSULTING.

About Mark.

Mark Bailey is a seasoned business consultant with a career defined by high-stakes environments and transformative results. Specialising in the unique dynamics of family-owned businesses, Mark provides the strategic "outside eyes" necessary to navigate financial turnarounds, complex succession planning, and aggressive scaling.

With a background that balances sharp commercial discipline with a consultative, people-first approach, Mark understands that a family business isn't just a company—it's a legacy. His methodology is built on the belief that sales shouldn't be "shot from the hip," but rather driven by documented processes, protected "Golden Hours," and a deep understanding of customer psychology.

Areas of expertise.

- **Financial Turnaround:** Identifying "leaky" funnels and restoring profitability.
- **Succession Strategy:** Preparing the commercial engine for the next generation.
- **Sales Transformation:** Moving teams from "order takers" to proactive consultants.
- **Commercial Growth:** Implementing 3-tier pricing and multi-product "stickiness."

""My goal isn't just to help you close a deal today; it's to build a resilient commercial structure that protects your family's hard work for decades to come." Mark Bailey

Find out more about Mark & contact info:
www.markbailey.consulting

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