SALLY TAYLOR

Fractional CFO & COO

Lyons Corporate Solutions

Owner-managed businesses reach a point where the numbers stop making sense. Turnover is up, the bank balance moves in ways nobody predicted, and the big decisions start being made on gut feel.

I come in for a couple of days a month, or a couple of days a week, and put the finance and the operations back under control. I have spent 35 years on the finance and operations side of owner-managed businesses, 28 of them running my own 10-person firm. I know what it looks like when the owner has become the bottleneck**.**

The usual signs

- The month-end figures land too late to act on.
- Cash is tight, but nobody can say exactly why or when it eases.
- Every decision and every approval still comes back to you.
- Work is being turned away because delivery cannot keep up.
- A lender, a grant body or a main contractor wants reporting you do not currently produce.

What I do

- Cash-flow forecasting and working capital, so you know what is coming and when.
- Management accounts and board reporting you can trust, in time to act on them.
- Budgeting, forecasting and scenario planning, including lender and grant reporting.
- Pricing, margin and cost control, so you know which work actually makes money.
- Systems and process, taking out the manual rework and the spreadsheet graveyard.
- Operational accountability, with clear decision boundaries and repeatable process, so you stop being the bottleneck.

Recent work

- My own motor vehicle business turning over almost £1m

  I rebuilt the reporting and moved the finance systems. It gave the finance team more than five hours a week back, and the monthly figures became reliable enough to run the business on.

- A multi-company group under working capital pressure

  Introduced daily cash-flow forecasting across the group and changed over the finance systems across the linked companies. The forecasting is what carried the business through the squeeze.

- A manufacturing firm, and my own business

  Full compliance review across HR processes and health and safety, with policies and training updated and implemented, so the manager could say the business was compliant with confidence.

Education and public sector

- Managed a £15M budget across four schools, setting up financial systems and processes across multiple sites.
- Led organisations with £3.5M of annual income, with responsibility across finance, HR, IT, catering, data protection, premises and health and safety.
- Secured £950,000 of external grant funding for a major 3G pitch project, from stakeholder engagement and planning consent through to delivery against funding objectives.

How I work

Engagements run from two days a month to two or three days a week, depending on the complexity of the business and the pace of change. I also provide short-term finance and operational capacity when seasonal demand or a growth spurt lands. I work with owner-managed businesses across the South West and beyond.

Start here

A free 90-minute review of your numbers and your operations. No pitch at the end of it. If there is something worth fixing, I will tell you what it is, and you can go and do it yourself.

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