



HOW WE WORK WITH ACCOUNTANTS

At Dunedin Advisory we specialise in restructuring and recovery, debt negotiations and solutions and personal and corporate insolvency. We work with individuals and business owners requiring financial options as well as creditors looking for repayment of debts due.

Operating throughout Scotland, our highly experienced and qualified team work with you to ensure clients benefit from technically sound, commercially oriented, practical advice and support.

HOW CAN WE HELP?

ACTING FOR INDIVIDUALS, SOLE TRADERS AND PARTNERSHIPS

We can act as Advisors in restructuring and recovery including:

- ✓ Debt Advice
- ✓ Advice on winding up Trade or Partnership business
- ✓ Negotiation with Creditors and third parties
- ✓ Arbitration
- ✓ Business Valuations

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Debt Arrangement Scheme (DAS)
- Business Debt Arrangement Scheme (BDAS)
- Protected Trust Deed (PTD)
- Sequestration (bankruptcy)

ACTING FOR LIMITED COMPANIES

We can act as Advisors in restructuring and recovery including:

- ✓ Dealing with HMRC
- ✓ Independent Business Reviews (IBRs)
- ✓ Business Restructuring
- ✓ Creditor and Lender Negotiations
- ✓ Strategic Exits
- ✓ Arbitration
- ✓ Funding Requirements
- ✓ Working Capital and Cashflow Management

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Members' Voluntary Liquidation (MVL)
- S110 Reconstruction
- Company Voluntary Arrangement (CVA)
- Creditors' Voluntary Liquidation (CVL)
- Winding Up By Court (WUC)
- Administration

ACTING FOR CREDITORS

We can act as Advisors including:

- ✓ Debt and Asset Recovery
- ✓ Advising on prospects of Recovery
- ✓ Independent Business Reviews
- ✓ Business Valuations
- ✓ Setting out Options and available Actions
- ✓ Dealing with Stakeholders to support pre insolvency settlements

Your client might want as much information as possible about a debtor (individual or corporate) before they invest money in debt collection or an insolvency process. Speak to us about a desk top search and financial analysis of the party in question.

We can accept nominations as Insolvency Practitioners to undertake formal processes including:

- Winding up By Court (WUC)
- Administration
- Sequestration

Where funds allow, we can be appointed in provisional or interim capacities in certain insolvency procedures, in advance of full appointment. At best, this may result in payment of the petitioning party's debt, and at least allows a better understanding of your client's chances of recovery.

USING YOUR SERVICES AS ACCOUNTANT – WHAT WE NEED?

We may require accountancy and tax services throughout an appointment. These can include:

- Preparation of accounts and tax computations up to the date of appointment
- Preparation of capital gains tax computations
- Payroll services
- Business services advice to directors and support for hived off businesses
- Supporting restructure or hive down of corporate entity

CLIENT CASE STUDIES



Training and Care Sector Provider - part of which charity status, Turnover £2m (safeguarded business)

CLIENT ISSUES

Operating officer on long term sick leave, business in rapid decline, no practical management.

DUNEDIN ADVISORY SOLUTION

Attended client premises, interviewed all staff, assessed future sales and cost infrastructure, reviewed existing financial commitments. Promoted managers to key roles, then provided mentoring and training, including updating of internal systems and reporting. Managed a redundancy and recruitment programme. Worked alongside external Accountants who continued to assist with their provision of audit and business services.

OUTCOME

Overhaul of business, correct skill mix to take forward, ensuring funding and support in place.



Wind Turbine Service Company, Turnover £2m (business advisory safeguarding stakeholder interests)

CLIENT ISSUES

Demise of renewable tariffs desecrated all new business installations and future prospects.

DUNEDIN ADVISORY SOLUTION

Assisted owners to determine strategy and skill diversification into new company. Orderly wind down of operations.

OUTCOME

Maximised return to stakeholders provided for better outcome if orderly wind down had not occurred.



Sole Trader with significant HMRC debt

CLIENT ISSUES

Individual facing bankruptcy due to non filing of self assessment returns over a number of years. Insufficient information held to submit returns.

DUNEDIN ADVISORY SOLUTION

Reviewed overall position preparing a report on individual's earning capacity and assets and liabilities. Facilitated meetings with family members. Enabled Accountant to negotiate a settlement with earning capacity in terms of the Common Financial Tool (CFT) with HMRC that involved family members settling a reduced sum in full settlement of HMRC debt.

OUTCOME

Avoided loss of family home and higher costs involved in formal sequestration process. Accountant was able to concentrate on assisting the client maintain ongoing compliance.

Please speak to us if you have the skills and service lines that support our work as Advisors and Insolvency Practitioners. We can help you and your clients assess their situation, explore options and develop solutions.

For more information, please call Christine Convy or Linda Grant.



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HOW WE WORK/ACC



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