



## MEDIA RELEASE

### **New consulting group set to disrupt corporate advice space**

A new corporate advisory firm is set to challenge the traditional results-based business model in the profession.

"Too often advisors earn their fees through transactions - the sale of a business or a successful capital raising," says Grant Allsopp, Managing Director of Sydney-based TAS Consulting Group.

"What most businesses need more than capital raising or purchase is a solution to a problem. We have found most small to medium enterprises are two years away from an optimal transaction.

Allsopp said the new firm brings a distinct advantage to the market through the qualifications and record of the two principals.

"Solutions-based consulting is in our DNA," he said. "The principals of the business - myself and Andrya McKinlay - come from an accounting background and corporate consulting is an extension of what accountants do.

"However, accountants are limited in the advice they can provide. For example, if a business owner is looking to purchase another company, the accountant can conduct due diligence but cannot offer an opinion about the value of the purchase.

"Our training and experience has helped us to offer well-qualified opinions and to conduct negotiations and transactions where they are appropriate through an Australian Financial Services Licence (AFSL)."

The AFSL is provided through Alpha Securities for which TAS Consulting Group is a Corporate Authorised Representative (CAR).

TAS Consulting Group is also unique in its ownership structure. Shareholders include Alpha Securities and two Queensland-based mid-tier accounting firms, Power Tynan based in Toowoomba in Queensland's Darling Downs and SRJ Walker Wayland based in Brisbane, as well as the company's principals.

Allsopp has a strong record in working with organisations in transition including assisting businesses with share offerings and stock exchange listings.

Allsopp and McKinlay have also been involved in a range of mergers and acquisitions, including a number of franchises.

TAS Consulting services range from strategic advice and business valuations through capital raisings - whether it be private or through a stock exchange listing - as well as business acquisitions and sales.

Allsopp is a qualified Chartered Accountant with experience over more than 25 years working as CFO of a mid-size corporation as well as senior roles in audit and corporate advisory with mid-tier and Big Four accounting firms.

Co-director Andrya McKinlay is a Chartered Accountant and qualified Business Valuation Specialist and has worked as a business consultant for the past 11 years.

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