



Amey Secure Infrastructure

Case Study

Amey is a leading infrastructure services and engineering company which delivers key capabilities across the UK's strategic supply chain

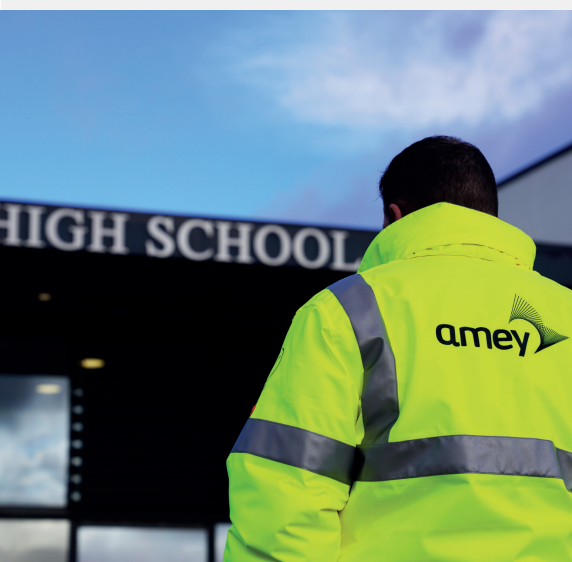


The Challenge

With the structure of the MOD's contracting model fundamentally changing, Amey was facing a minimum of a 50% downturn in its Defence order book. And it was up for sale. So, the challenge was to diversify the business while increasing its value to enhance its attractiveness to a new owner.

The Solution

- Working closely with the MD and his senior team, Richard introduced a range of tools and techniques to help the business review its strategy development and delivery
- To ensure that the strategy succeeded, Richard provided one to one and team coaching across the business with particular emphasis on supporting key women in the senior leadership team
- In parallel, he designed and delivered initiatives to increase executive bandwidth across the business including graduate development and targeted leadership workshops
- Richard was instrumental in setting the conditions for the business's turnover increasing from £800m to £1.2bn per annum - and to be successfully sold in October 2022



Testimonial

Richard directly contributed to increasing our turnover by over 50% and being successfully sold in late 2022. His professional experience and personal values, and his ability to read my business added significant value to our organisation.

Craig McGilvray, Managing Director, Amey Complex Facilities