

SUCCESS STORY

PENTLANDS

Accountants and advisors
for growing businesses

NMG Cyber Security Consulting Ltd provides pragmatic cyber security and data privacy services. Helping organisations understand their threat landscape and help them secure their technology, people and process.



CONSULTING

Read how Nish Gopal, Founder and Director, successfully secured finance and grant funding with Pentlands proactive and customer focussed support.



"When I first established my business in 2014, I wanted to work with forward thinking accountants that would take the time to understand my business and provide a proactive service. As the owner of a small business, everything falls on me, so I was looking for a team to keep me updated, contact me when key dates and deadlines were coming up, to enable me to focus more of my time on delivering consultancy services.

Pentlands had been recommended to me by another of their clients, and I have to say, they have continually lived up to that recommendation.

They do everything you would expect from your accountant, and then so much more. I really value the close relationship I have with James, we have quarterly meetings to review the management accounts and cash flow, James will always have relevant advice and insights.

On one occasion James had identified that there would be a short term cash-flow issue due to how the Christmas break fell. He was very quick to provide a solution, he made an introduction to a bank manager and I was able to put a short-term overdraft in place.

James understands the big picture, he absorbs information and then takes the time to share that knowledge with me. I trust him, he takes the hassle away from me, and I am confident that he will keep me informed when I need to know.

The Covid support that Pentlands provide has been invaluable. I have received regular email updates highlighting the essential, need to know, information. It gives you piece of mind and saves you trawling the internet and having to read irrelevant information before getting to what you want.

They have made the furlough process easy to manage, each month they

provide the information I need to ensure that NMG can access the scheme.

Following the first lock down James called me to make me aware of Covid support grant money that was available. Despite the pot of cash being limited, he encouraged me to apply as he believed that NMG would be eligible.

I required some specific accounting information, the team at Pentlands were very quick to respond to my request in light of the short deadline for the funding application.

I was successfully awarded a £3,000 100% grant thanks to the foresight and proactive approach of James and the team at Pentlands.

I really value the relationship with James and the support provided by Pentlands. It's the little things that make all the difference and Pentlands customer focussed approach really does make a difference to me."

OBJECTIVES

To work with forward thinking accountants that take the time to understand my business and provide insight into potential challenges and opportunities.

A close relationship with proactive trusted accountants that keep me informed and up dated, enabling me to focus on delivering consultancy.

CHALLENGES

Cash-flow management due to Christmas shut down.

Business disruptions due to the global Covid pandemic.

Changes to the way in which people work adding a greater demand for cyber security adding further time pressures.

RESULTS

A trusted working relationship with James and the Pentlands team.

A proactive service – Pentlands knowledgeable experience and understanding of Government support ensured grant funding and finance was successfully secured.

Regular communication and updates highlighting 'need to know' essential information.