

Accelerating Experience

Accelerating Experience starts 2017 with a bang!

2016 was a year of development, progression and success for Accelerating Experience, and 2017 has already started with a bang.

We are very proud to announce that we have been shortlisted for two separate awards in the Management Consultancies Association (MCA) Awards 2017 – in the People and Best New Consultancy categories. This is a terrific endorsement and recognition of our work from a prestigious independent body. These awards are not only respected, but are an industry-wide hallmark of quality.

We are particularly pleased to be short-listed for The People Award, an award that highlights the tangible business benefits that can be derived from a well thought through and executed people strategy, building Executive capability individually and collectively to deliver outstanding results. In today's climate of uncertainty, this is vital for UK businesses.

Our work with the UK's leading same day distribution company demonstrates this point:



CitySprint's incoming CEO was preparing a Management Buy Out in early 2010. Back then it had huge potential, but lacked experience in several areas: a new CEO, new executive team promotions, and new Private Equity ownership.



Our role was to bring people leadership expertise and PE know-how to generate immediate results. Over the following 6 years of providing advice and transferring knowledge, our approach built lasting strength in depth and grew executives' capability to implement strategy in the long term.

CitySprint completed their MBO successfully in 2010, with Dunedin investing £31m and in February 2016 they completed a secondary MBO. Over the period, lasting value had been created: despite no new senior hires, CitySprint's executives had tripled its value to £175m; sales to £146m; and EBITDA to £16.8m.

Don't just take our word for it. Patrick Gallagher, CitySprint's CEO was kind enough to provide his view on our work and approach:

“Accelerating Experience’s partnership approach as trusted advisors was a terrific catalyst, both in the quality of their advice and in the way they motivated us to want to do more together to achieve our plans. Without their contribution to create such strength in depth in our Executive management capability, we would not have grown as fast or created such a high Exit value for the company.”

But we didn't just help clients' growth last year. 2016 was a period of re-development and change for our business too. We have completely rebuilt our website, and included a resource bank of

business insights to share with our clients. One such innovation was a major event using a 32 piece orchestra as a metaphor for running successful businesses, allowing senior leaders a rare opportunity to consider how their own and their Executive teams' leadership approach could add more value to their businesses.

We are delighted to be in the running for the two MCA awards, and will not be resting on our laurels in 2017. We will be working closely with clients boosting bottom line results through increasing organisational agility in uncertain times, building high performance Executive teams and senior leaders, and liberating talent from the curse of micromanagement.

We couldn't embark on that without the support of our clients. Thank you to everyone who has supported our burgeoning business last year and we look forward to building on the success in 2017.

Mike Taylor

Mike Taylor is Managing Director of Accelerating Experience, an award winning Business Performance and Leadership Consultancy.

Our network of consultants combine high level business leadership experience with an uncompromising focus on driving tangible value creation. Taking a tailored, mentoring approach to every client relationship, we work with leadership teams large and small to improve organisational performance in a way that lasts. Collectively, we have worked with many leaders in international organisations, major partnerships and private equity backed companies, helping to create extra value in the 100s of £ millions.