



TAS ADVISORY SERVICES

TRANSFORM | ADOPT | SUSTAIN



CASE STUDY

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ABOUT LEASEMAP

LeaseMap empowers tenants and landlords to make informed decisions about their lease agreement with accurate and deep data. In doing so, this simplifies what has historically been a complicated process. LeaseMap provides rental price indications for commercial properties, premium lease comparison reports and enterprise solution options.

THE SITUATION

LeaseMap was established in 2019, with the mission to empower tenants and landlords to make informed decisions about their lease agreement with accurate and deep data.

Founder and Director David Halvorsen explains, "We're a technology start up business that's disrupting commercial leasing. My job is to manage the critical decisions of the business and ensure its success."

"Since launching the business I was looking for some external guidance with the identification of the business's priorities, and what allocation of time, effort and money should be spent on those priorities."

THE CHALLENGES

LeaseMap's main pain point was critical decision making. David describes what the company was experiencing at the time, "There was so much we could do, but we weren't sure what we should do. Working with very lean resources, every decision mattered. I couldn't make those decisions alone. The employees were also looking for more of a direction, which the company was having difficulty determining."

"I spoke to half a dozen accounting practices and business consultants over the years, including former directors of ASX listed companies, and I found that what TAS Advisory Services offered was superior and more practical than any alternative, with an excellent track record."



THE OBJECTIVES

01 DEVELOPMENT

Accelerate the growth and development of the business.

02 DIRECTION

Provide direction for the business.

03 BOOK OF WORK

Increase likely additional book of work.

04 REDUCE COST

Reduce the cost of doing business.

05 PROCESSES

Establish business improvement processes.

06 ENGAGEMENT

Improve staff engagement.

THE SOLUTION

David explains, "Troy joined LeaseMap as a Business Advisor to improve our systems and growth potential. He has joined the advisory board of our business, and is the leader of that board."

The solution for LeaseMap entailed:

- Providing guidance and expertise to executives to gain greater insight and accurately evaluate the business.
- Expanding the knowledge base of the team to enable them to step up and meet the demands of company growth.
- Working alongside the executive team to identify gaps within departments, create solutions, produce clear plans and communicate so operations are executed correctly.
- Providing professional advice and coaching to enhance employee performance and satisfaction.
- Identifying and prioritising business critical processes, and implementing an adaptive and innovative process culture.

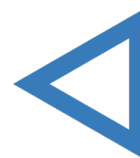
"It's the single best decision we've made since start up. Troy's decisions and approach provided much more value than I could ever on my own. His insightful thought leadership, and guidance along any critical decision-making process was vital."



Increased likely additional book of work by 350%.



Cost of doing business was reduced by 60%.



It's accelerated business improvement processes.

THE RESULTS

David explains what his company achieved with TAS Advisory Services's guidance, "It's the single best decision we've made since start up. Troy's decisions and approach provided much more value than I could ever on my own. His insightful thought leadership, and guidance along any critical decision-making process was vital."

"The work was to such a high standard in terms of responsiveness, creative problem solving, anticipating the next step and really leading the process. Troy didn't just answer the questions, but asked the questions that needed to be asked. We were beyond happy with the service and results. Troy's capability, and approach to the work, the efficiency, and his leadership, were qualities that really stood out too."

"The roll out of this work improved staff engagement, with them now having a clear direction for the company and clear KPIs and expectations. That has given them comfort. Our employees saw Troy as a genuine leader of the business."

"There's very few people capable of providing the level of confidence and leadership that is provided by TAS. Lots of people talk the talk, but very few walk the walk. If anyone is looking into these kinds of services, I can only say you wouldn't regret it, and to jump on board."



ABOUT TAS ADVISORY SERVICES

TAS Advisory Services is a passionate, Perth-based, problem solving agency, working with businesses to improve performance and customer satisfaction. Our business advisory services aren't about simply showing you how to do it, but helping you change the way you think, so your business continues to grow and succeed, long after we've gone.

We take time to ask the real questions like, "Is there a better way to do this?", "How can we use technology to make this easier?", "How do we improve leadership?" and "How do we support everyone through change?" and then implement clear solutions for ultimate efficiency and results. Our goal is to help your business transform, adopt and sustain, for the better.



BUSINESS PLANNING

THEY SAY A DREAM WITHOUT A PLAN, IS JUST A WISH.



OPERATIONAL EFFICIENCY

FOR YOUR BUSINESS TO REACH ITS POTENTIAL, IT NEEDS TO OPERATE AT ITS MAXIMUM EFFICIENCY.



BOARD ADVISORY

SUCCESSFUL BUSINESSES LEAD BY EXAMPLE, RIGHT FROM THE TOP.



BUSINESS COACHING

TO CREATE AN ENGAGED, PRODUCTIVE AND LOYAL WORKFORCE, YOU NEED TO INVEST IN YOUR TEAM.