Andrie Marais
BUSINESS CONSULTING

BUSINESS PROFILE

BACKGROUND

I obtained my Bachelors of Accounting degree from the University of Stellenbosch in 1997, and started my professional career at Johann Sadie & Vennote, a small auditing firm in Malmesbury. This is where I was introduced to the agricultural industry and had a number of grape and wheat farmers as clients. I also experienced "box jobs" first-hand – a client coming in once a year with all his financial documents presented in some or other cardboard box, for you to make sense of and prepare their annual financial statements and tax returns.

After 2½ years I moved on to MD Accountants & Auditors Inc., a medium sized auditing firm in the Cape Town southern suburbs. Here I headed up the accounting department and was the professional assistant to one of the partners of the firm. I performed a monthly management accounts review function to a number of clients and was also responsible for the sale and implementation of Pastel accounting packages as well as providing training to my clients' accounting teams.

This is also where I was introduced to Fairview for the first time. Together with other members of the MD team, we were tasked with a full evaluation of Fairview's internal control systems. Subsequent to the review, I was responsible for the implementation of the recommendations identified during the review process to address any shortcomings and problem areas. I also implemented a monthly review of the management accounts with the various departments as well as a cash flow projection and management system. I was involved in various ad hoc projects, amongst others assisting the cheese factory with the development of a costing model for all their products. After 4 years at MD, I decided that it was time to step away from the auditing firm environment and move into commerce. I learnt many lessons during my 6½ years in the profession, the most important being efficient time management and the value of professionalism. I also learnt a lot from my exposure to a diverse range of clients.

I was fortunate enough to be awarded the opportunity by Charles Back, the owner of Fairview, to become part of their financial management team. After 5½ years I was promoted to Chief Financial Officer of the Fairview group of companies. My focus areas included review of management accounts, preparation of annual income statement budgets, review and management of cash flow requirements, overseeing of the debtors and creditors functions, management of the foreign exchange portfolio, negotiating with commercial banks, performing annual short term insurance reviews, review of legal agreements, management of the trademark portfolio, overseeing of the IT function as well as liaising with the auditors for the performance of the annual audits of +/- 8 companies in the Fairview group. I was also responsible for the implementation and management of a point of sale system for all the tasting rooms and restaurants in the Fairview group.

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After Fairview I was briefly involved with Cape Brewing Company, a modern craft beer brewery on the Spice Route farm next to Fairview. I was responsible for everything from making payments, ordering of raw materials, providing assistance with the import of millions of Rands of specialised brewing equipment, completing of customs accounts as well as liaising with banks for foreign loan funding applications. (I could unfortunately not convince them to remunerate me for providing them with a beer tasting service).

I am a qualified Professional Account and Tax Practitioner with the South African Institute of Professional Accountants (SAIPA).

As a result of this invaluable training and range of experience gained, I am able to provide my clients with a professional level of service that will add value to their respective businesses.

SERVICES

I offer a wide range of business and accounting consulting services such as those listed below, freeing business owners to spend their time where it is most needed - running their businesses.

- Review of management accounts and preparation of budgets.
- Assist with the management of costs through cost accounting and trend analysis.
- Review and management of cash flow requirements.
- Provide assistance with the formulation of financial forecasts including liaison with banks.
- Provide assistance with the identification and management of risk areas.
- Sale of accounting software packages including implementation thereof and providing training to staff members (I am a member of the Sage Pastel Bookkeepers forum, the Sage Business Cloud Accounting and Payroll Advisers programme as well as the Sage VIP Payroll Business Partner programme).
- Performing of Independent review and Compilation engagements for the preparation of Annual Financial Statements.
- Personal income tax returns.
- Ad hoc consulting services.

I commit my experience, entrepreneurial flair and business relations that I have built up over a period of time, to provide my clients with exceptional service and solutions. I am an innovative individual, operating in an ever-changing business environment and am able to manage changes for your benefit.

CHARGES

My charge-out rate varies from R 600 per hour to R 1 000 per hour varying on the level of skill and expertise required for the specific engagement. These rates would be agreed with you prior to the engagement.

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