

▶ **VMSL Testimonials**

▶ Current and past clients include companies such as these. Please see the following pages for comments from their senior executives about working with Nigel Vaughan.



www.BairdCapital.com

Andrew Ferguson, Managing Director, Baird Capital Partners Europe Limited

"Nigel worked alongside us on an early stage review of an acquisition target. His thoughtful insight and attention to detail greatly assisted us forming a view on the target company."



Sondrel Limited

www.sondrel.com

Graham Curren, Founder and CEO

"I have worked with Nigel for some years, and greatly appreciate the access to his wide range of experience, his thoughtful approach, and his proactive communication. Nigel is always available to discuss and challenge ideas, and to give sound advice. I look forward to working with Nigel for many years to come."



Ilika plc

www.ilika.com

Graeme Purdy, CEO

"Nigel has been working closely with Ilika's business development team to define and implement new initiatives to re-inforce our sales and marketing efforts. Nigel's experience in building and managing a global sales team has been invaluable in assisting Ilika to move to the next level of sales performance. Notable outcomes have been a web-based CRM system, a regular e-newsletter and strategic key account management focus. I'm convinced any company desiring to improve its sales performance in the technology sector would benefit from Nigel's input."



TDSi Limited

www.tdsi.co.uk

John Davies, Managing Director

We have engaged Nigel for many different assignments over the years. This has included work on building robust new product development processes, building strategic growth & business plans, investment proposals & mentoring members of the board & the senior management team to ensure we spend the appropriate time on the strategic objectives of our plans. I and the team have found Nigel's assistance to be invaluable & he has helped the whole team raise its game. I couldn't recommend Nigel more highly."



GJD Manufacturing Limited

www.gjd.co.uk

Mark Tibbenham, Managing Director

"Nigel has been working with the Board of GJD for almost one year. Additionally he has acted as a personal mentor to myself. Nigel's considerable business experience and pro-active out of the box thinking has certainly positively challenged our "cast in stone" strategies. We have realigned and repositioned ourselves and are already seeing the benefits: not only in sales, but equally importantly in operational processes and efficiencies. Without hesitation I recommend Nigel's services to any company big or small: he really does know his stuff and he is also a truly professional Gentleman."



Heathcoat Fabrics Limited

Simon Waddington, Finance Director

"We benefitted from Nigel's wide business knowledge including his detailed knowledge of manufacturing best practise. He identified a number of areas where we could improve, in particular he pointed out that we had a number of USP's and therefore there was opportunity to increase prices on some of our products and improve profitability."



Inspire Professional Services

www.inspireaccountants.co.uk

Warren Munson, Founder and Director

"I and my firm Inspire has worked with Nigel on a number of assignments and each occasion have been impressed with his experience, commerciality, perspective and expertise. In each case he has added considerable value to the assignment at hand. I would thoroughly recommend Nigel."



www.amdefencemarine.co.uk

Jeremy Austin, Managing Director

"Nigel's wide experience and incisive thinking enabled him to swiftly identify the key issues in our operation, guide us through the vision and strategy phases and support us through the process of renaissance."



www.hawkmeasure.com

Jack Evans, President, USA

"It has been a pleasure to work with Nigel Vaughan and I have an enormous amount of respect for him. He has proven to be a tough minded and compassionate leader who gets results. His advice and coaching have been beneficial to me in my current role as a business owner as well as my previous role as President and CEO of a multinational corporation."



www.krohne.com

Michael Dubbick, Managing Director

"I have known Nigel as a very professional and high integrity person who managed to turn around our British operation and get it back to profitability. I wish him all the best and success in his future endeavours."



www.solentcomposites.com

Huw Radley, Managing Director

"Nigel has worked with us over a couple of years on various strategic projects and has always been able to complement our own plans with some alternative ideas, providing fresh and valuable insight to solving our challenges - he is my most reliable and highly responsive sounding board. Though not involved in our day to day activities, quickly sees the big picture opportunities and importantly the path to get there, including managing the obstacles on the way."



www.plasmaquest.co.uk

Professor Michael Thwaites, Founder and CEO

"Plasma Quest Limited (PQL) is a scientific based SME with limited resource capability in the development of its marketing and business strategies. To address this shortcoming PQL approached Vaughan Management Systems Limited (VMS) to assist in developing and refining PQL's business objectives. To this end VMS:

- 1. Has successfully constructed a "living" Business Plan that is owned by PQL & has been used to generate investment interest in PQL.*
 - 2. Has assisted PQL in exploring alternative business models for growth.*
 - 3. Is currently assisting in the development of licensing & royalty models. PQL sees VMS as a cost effective means of offering a high added value, external consultative view on PQL's opportunities, where VMS becomes an integral part of the organisation."*
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www.iesworks.co.uk

James Bartleet, Executive Chairman

"We retained Nigel to undertake a brief review of our business and in a very short period of time he came back with a number of actions. The first one repaid his fee many times over and we are now undertaking the second which should also give a substantial return. I would not hesitate to recommend him as an experienced and useful resource."

www.stratophase.com

Dr Richard Williams CEO, Stratophase Ltd#

"During the various interactions I have had with Nigel over several years he has demonstrated to me that he quickly understands the issues facing a business, applies his insight and provides excellent advice and support. Unlike many, Nigel goes the extra mile and also provides practical assistance to back up his advice. It is always a pleasure to work with Nigel"



GoBuddy Nutrition Limited

<http://www.gobuddynutrition.com>

James Headspeath, Founder and CEO

"I began working with Nigel 3 years ago, while I was a student entrepreneur. He has helped transform me into a competent business leader of tomorrow. Where Nigel differs to other business mentors/advisors is his unquestioned level of experience and business knowledge. Also, his methodical approach and attention to detail are second to none. I would highly recommend Nigel, he is definitely somebody you want in your corner."



Waugh Group

www.waughgroup.co.uk

David Waugh, Founder and Managing Director

"I am a hands-on owner manager of a small business. Nigel has a lifetime of large corporate experience & as such has become my 'surrogate chairman' / mentor. We meet when needed, reviewing the figures and agreeing a plan for the immediate future. He motivates me when I need it most. He gives me a sense of direction. He brings clarity of thought and a clear decisive commercial insight. He is very much my down to earth guiding hand, my support has greatly contributed to the success of my business. I would suggest that anyone retaining Nigel in a similar capacity would benefit in the same way, especially during these challenging times."



Southampton Solent University

www.solent.ac.uk

Professor Van Gore, Vice-Chancellor, Southampton Solent University

"We have worked with Nigel on several projects, most recently a ground-breaking bid to Ofcom to run a local TV station. In building the business case & compiling the bid to persuade Ofcom & our Board of Governors, Nigel provided invaluable professional expertise. Our Board business members were 'highly impressed' with what they saw. Nigel was crucial to this & was an excellent colleague, working tirelessly, sensitively & very productively with the in-house team. He has great social skills, fitting in seamlessly, good strategic vision, proven commercial acumen & a meticulous eye for detail - a rare combination & highly recommended."



Peak Development Limited

www.peak-uk.com

Robert Baseley, Managing Director

"Nigel helped the business work through some development plans and proved very helpful in providing clarity in implementing those ideas, he also has excellent mentoring skills taken from his wide-reaching experiences past and present. Nigel is adaptable and is able to communicate with all levels and involve himself in important business projects whilst maintaining clear and straight forward communication. He enjoys the challenge and loves good coffee"



Altrika Limited

www.altrika.com

Graeme Purdy, CEO

"Nigel undertook a business review of one of our technologies with the utmost efficiency. The review resulted in a well-formulated investment proposition that Nigel submitted to some high quality angel networks and private investors, who responded promptly. We were very satisfied with the interaction and wouldn't hesitate to recommend Nigel to businesses seeking similar support."



www.edgevision.co.uk

Peter Taylor, Founder and CEO

"Nigel is a breath of fresh air to the senior executives of a business who know they cannot meet their day to day business commitments, whilst in addition taking time out to thoroughly step back and review their future business strategy without bias. His wealth of knowledge, understanding and people skills would make him an excellent asset as a director on any company's board."



www.human-equity.com

John Oliver, Founder and CEO

"I have known Nigel in both a CEO role and in start-up, entrepreneurship advisory roles where I have seen his exceptional ability to integrate so many skills and perspectives - technical, commercial, strategic and relational. Drawing on a wealth of experience, Nigel knows how to adapt to very different business contexts, and drill down to the essential and priority actions. With each conversation, you come away energised with new insights thanks to Nigel's challenging yet supportive approach."



www.neshealth.com

Harry Massey, Founder and CEO

"Nigel's incisiveness at understanding and bringing forward sensible solutions to problems is second to none. Also, due to his large network of contacts, he is able to bring in the right people where it counts, for which I am truly grateful."



www.dezineforce.com

Professor Simon Cox, Chief Scientist, Dezineforce

Professor of Computational Methods at the University of Southampton

"Nigel has helped above and beyond the call of duty on a number of occasions to give our University spin-out a large voice as a small company through his extensive network of contacts and detailed technical knowledge."



www.thephoenix-consultancy.co.uk

James Fairlie, Founder and Managing Director

"Nigel's experience and expertise in working with a very wide range of businesses and organisations speaks for itself. However, I also very much welcomed his ability to very quickly identify opportunities and issues, provide eminently workable solutions and provide sympathetic and patient help in implementing them. He always sees the 'big picture' and ensures that a positive attitude is maintained in any circumstance. I would highly recommend him."
