



Success stories

Guardian Doors Pty Ltd
Opening the Doors to Success



When Guardian Doors joined the Entrepreneurs Programme, they knew they wanted to take their business to the next level. It was time to invest, or was it?

Guardian Doors supply, install and maintain roller shutter and garage doors for commercial and residential clients. With expertise in door mechanisms they were ready to manufacture a new improved product.

With the assistance of James Reeves, Entrepreneurs Programme Facilitator, it became apparent the business needed to resolve some more immediate needs before taking on a new investment. Cashflow and finances were keeping the owners awake at night, loans were required to facilitate short term needs, and their accountant was a stranger. A

review of their finances and budget was required to drive long term ambitions.

Re-evaluating

With external assistance, paid for by the Growth Grant, the first half of the engagement was spent resolving accounting issues and clarifying key financial metrics.

“It was a rough 6 months, going through the accounts and understanding them from a new perspective was actually very scary”.

With expenditure and income correctly allocated, the company were able to see their true financial position, margins became clear for the first time. This resulted in the company reassessing one of their less profitable services. The company were able to do less and increase profits!

By the end of the engagement the company have regular processes to

review budgets and forecasts. Decision making is driven by data, cashflow and profits have improved, and most importantly the owners feel empowered.

Closing in on a bright future

Accountability metrics have now been embedded into most facets of their business, driving results at individual and company level. Additionally, knowing where to focus, has resulted in tendering and winning long term commercial contracts. With these strong foundations in place the business is now well equipped to revisit their expansion opportunities at a sustainable pace.

“Our minor problems would have been ten-fold if we had invested as planned, getting the right understanding and processes set up is what will drive our future growth”
Amber Wales, Owner