

# Is your client's business built to scale?

A quick assessment of growth, efficiency and financial resilience

## Most businesses are growing. Far fewer are built to scale.

Growth can look strong on the surface, but still create pressure beneath it. Margins tighten. Cash becomes harder to manage. Complexity increases faster than control. This short assessment is designed to help you understand whether your client's business is structurally positioned to scale, or whether growth may be outpacing it.

### 1. How predictable is their revenue?

- Highly predictable, with strong visibility across the next 6–12 months
- Some variability, but broadly stable
- Rebuilt each year or dependent on a small number of clients

### 2. What is happening to margins as they grow?

- Improving or stable as revenue increases
- Holding steady but under some pressure
- Declining as costs and complexity increase

### 3. How efficiently does their business scale?

- Output is increasing without a proportional rise in cost
- Costs are rising broadly in line with growth
- Costs and headcount are increasing faster than revenue

### 4. How strong is their financial position?

- Strong cash position with clear access to funding if needed
- Adequate, but with limited visibility on future funding capacity
- Cash is tight or funding is reactive rather than planned

### 5. How reliable is their management information?

- Timely, accurate and easily accessible
- Available, but requires some manual intervention
- Heavily reliant on manual spreadsheets or delayed reporting

### 6. How much control do they have over growth?

- Clear visibility and control over performance and decision-making
- Partial visibility, with some reactive decision-making
- Limited visibility, with decisions often made under pressure

Your  
score



## 14–18

### Structurally positioned to scale

Your client's business is likely operating with the consistency, efficiency and financial flexibility needed to support scalable growth.

**Focus:** optimising performance, unlocking further value, and preparing for future strategic options.



## 9–13

### Growth with underlying pressure

Your client's business is growing, but there are signs that structure may not be fully aligned.

**Focus:** addressing gaps in efficiency, visibility or capital before they begin to limit growth or reduce value.



## 6–8

### Growth may be outpacing structure

Growth is likely creating pressure across the business, whether in margins, cash or operational complexity.

**Focus:** re-aligning the fundamentals to ensure growth strengthens the business rather than exposing it.

**In most cases, these signals appear before they become visible in funding discussions, valuation or performance.**

Understanding where your client sits is the first step. Knowing what to do next is where the real value sits.

Speak to one of our advisers to assess your client's position and identify where value can be unlocked.

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Explore the report

