

## WHAT WE DO

# SLATTERY ASSET ADVISORY

### SERVICES INCLUDE

- › Large-scale valuation programs
- › Small, discrete valuation services
- › Valuation for setting bad debt provision levels
- › Asset register and verification program
- › Asset lifecycle and residual value advisory services
- › Asset inventory listings
- › Transport and logistics advice
- › Ongoing fleet inspection and monitoring services
- › Bespoke client training programs
- › Late Cycle collections and recoveries

In the current market our clients' need for a dynamic, accomplished team is more important than ever. We have seen an increase in the number of clients looking to us for more than the traditional start to finish auction-led answer to their business challenges. Our clients have new requirements and need to leverage our expertise at many isolated touch points through that process.

Therefore, alongside our market leading auction and valuation practice we are pleased to offer Slattery Asset Advisory, a multi-disciplinary team of valuation, insolvency, logistics, marketing, IT and fleet management specialists who, as a uniquely blended team, can consult on a wide variety of client briefs with the same tailor made precision that has become synonymous with Slattery Auctions and Valuations.

Whether it's helping our clients understand their exposure and the risk profiles of a particular matter, assisting with the accurate setting of debt provisioning, developing a tailored remarketing strategy for a highly specialised asset, providing outsourced asset recovery that's more efficient and cost effective, or advising on an efficient logistics solution for the collection of a nationwide fleet of assets, we aim to deliver the best possible solution to achieve our clients' business objectives.

We have targeted and specifically recruited the members of our Asset Advisory team from a broad range of backgrounds to respond to these unique challenges.

Many are recognised experts in the valuation industry with established reputations in the auction sector. Others came to us from complementary disciplines such as the automotive industry, transport and logistics, finance, law, marketing and IT.

The result is solution-focused, innovative thinking and world-class practical execution of strategies.

### Remarketing

- › In-depth target audience profiling & marketing strategy development.
- › Creative development of multi-channel communication plans and advertising.
- › Sales process development and analysis.

### Sales channels

- › Expressions of interest and tender processes.
- › Private treaty sales.
- › Auction services through: Hybrid traditional and simulcast auction; traditional auctions only; webcast auctions only; online auction platform.

### Asset Recovery

- › Coordinate all aspects of third party management, including: Mercantile services; asset recovery; legal services; asset valuation; asset verification; asset disposal.
- › Robust governance and compliance framework.
- › Secure leading-edge online platform provides real time reporting and analytics.
- › Customisable process to suit individual client audit requirements.
- › Removes the need for clients to employ additional FTE.