12°N

TWELVE NORTH

Strategic, commercial and management consultancy

Practical direction for owners, boards and management teams

COMPANY OVERVIEW

12°N

The latitude where the idea for Twelve North was formed

OUR NAME & VALUES

A name that points the way

North is the reference point everyone navigates by. It is the role we aim to play for our clients: setting and providing clear direction.

Direction

Clear priorities and a defined path from problem to outcome.

Simplicity

Plain-speaking advice and practical steps, free of jargon.

Professionalism

Independent, rigorous and discreet in everything we do.

Experience

Senior legal and executive experience behind every engagement.

Practical outcomes, not reports

Businesses do not always need another permanent senior hire or a large traditional consultancy. They need experienced people who quickly understand the problem, work alongside management and help deliver the solution.

Five principles guide every engagement

Practical

Recommendations that can be implemented, with support to make change happen.

Commercial

Advice grounded in cost, cash flow, people, systems and regulation.

Experienced

Senior management experience in complex commercial and operational issues.

Independent

External challenge and perspective that is hard to find from within.

Flexible

Project, review or ongoing support, without permanent senior headcount.

CORE SERVICES

Four ways we help your business



Strategic & Commercial Advice

- Business strategy and growth planning
- Restructuring and cost reviews
- Commercial negotiations and decisions
- Assessment of opportunities and risks



Management & Board Advisory

- Independent challenge and review
- Governance and board-level support
- Management reporting and performance analysis
- Implementation of strategic decisions



Operational Consultancy

- Process mapping and workflow design
- Management information and KPIs
- Capacity and resource planning
- Standard operating procedures



Audit, Quality & Control Reviews

- Process and quality assurance reviews
- Operational control reviews
- Work-sample and workflow reviews
- Risk and compliance-support reviews

WHO WE SERVE

Built for regulated, professional businesses

- **Law firms**
- **Financial-services and claims businesses**
- **Professional-services firms**
- **Compliance businesses**
- **Insolvency and restructuring businesses**
- **Other regulated organisations**
- **Owner-managed businesses needing experienced management support**



Why these sectors

Regulatory pressure, operational complexity, high volumes of work and a need for reliable management information.

Our skills in workflow, governance, performance and commercial decision-making transfer across sectors, including SMEs.

HOW WE ENGAGE

Flexible models that fit your business

01

Monthly retainer

A fixed monthly fee for an agreed level of ongoing strategic, management or operational support.

02

Fixed-price projects

Defined projects for an agreed fee, such as business reviews, process redesign or management information.

03

Day-rate consultancy

Where it suits the work, support charged on an agreed daily or hourly basis.

04

Review packages

Repeatable operational review and quality-assurance products, offered at scale.

Every engagement is governed by a written agreement setting out scope, fees, responsibilities and confidentiality.

Clear roles, protected information

What we are

- An independent B2B strategic, commercial and management consultancy
- Advisers who work alongside your management team
- Regulated professional decisions stay with your authorised people

What we do not do

- Provide legal or regulated financial advice to consumers
- Conduct reserved legal activities or act as a solicitor
- Hold client money or operate client accounts
- Undertake statutory audit work



Written agreements

Scope, fees, responsibilities and limitations defined in writing.



Confidentiality & data

Appropriate confidentiality and data-protection arrangements, documented with each client.



Information security

Access controls, password management, backups and secure document handling.

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TWELVE NORTH

Let us help you set your direction

Speak to us about a project, an independent review or an ongoing advisory relationship.

DIRECTORS

David Goodall

Denyse Goodyear

CONTACT

+44 7977 477360

david@twelvenorth.co.uk

www.linkedin.com/in/davidgoodall57

Twelve North Limited | Company No. 17498834 | Registered office: C/O ROCA Accountants Limited, The Lantern Gallery, 3 Worsley Road, Worsley, Manchester, M28 2NN