

# Case study

Business advisory services

*The initial merger was only the first step to a series of future challenges.*

## LandPartners

Graeme Wikman, Partner, Business advisory services, BDO Kendalls

### Highlights

Keilar Fox & McGhie and Aspect North recently merged to become LandPartners, which is undoubtedly an industry leader in the field of built environment consultancy. The road to the merger was challenging but the outcomes achieved have been rewarding for all those involved in the business. BDO Kendalls played an active role in assisting and facilitating the merger process. Our in-depth understanding of LandPartners' business and the commercial environment in which they operate over many years of strong business relationship have provided us with unique and valuable insight that have enabled us to tailor solution after solution to meet their business requirements.

### Related links

[BDO Kendalls Business advisory services](#)

### The Challenge

The initial merger was only the first step to a series of future challenges. There are still many issues to tackle in order to continue the success of the merger going forward. In particular, there are challenges in respect of managing the historical ownership structure, as well as streamlining the administrative logistics of the business.

### How we helped

We were involved in the strategic aspects of the merger from the start, which meant that we were able to steer and focus the stakeholders to the key issues to consider for the merger. Once the initial merger achieved success, we have provided specific advice on dealing with the historical ownership structure of the group in a tax effective manner, as well as assisting them in creating a plan to streamline the financial reporting function of the business.

*“LandPartners is poised for further growth as we position ourselves for involvement in some of the major land and infrastructure development projects...”*

We have also provided various consulting services to support LandPartners’ human resource requirements and assist them in choosing a financial reporting software that will meet their ongoing needs.

## Client thoughts

The client is very pleased with the support received from BDO Kendalls. While the relationship goes back many years, in the past twelve months BDO Kendalls have added value through a major growth period. The financial systems and structuring advice has been invaluable in allowing LandPartners to achieve their goals.

## For the future

LandPartners is poised for further growth as they position themselves for involvement in some of the major land and infrastructure development projects planned for the south east Queensland region. This growth will be founded on continual improvement in operating systems and the recruitment of high quality consultants. BDO Kendalls will continue to play an important role in assisting with this.

## For more information

Phone 1300 138 991 or visit [www.bdo.com.au](http://www.bdo.com.au)