

**MCP  
Consulting  
Group Ltd.**

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**APEX  
GROUP**



# Who Are We?



MCP Consulting Group Ltd. has over 30 years' experience providing asset management, maintenance and reliability consultancy and solutions to blue-chip organisations world-wide, across a diverse range of industry sectors; from Pharmaceutical and Food & Drink, to Oil & Gas, Automotive and Facilities Management.

We provide our clients with guidance and support for unlocking new sources of revenue, reducing costs and enhancing the overall quality of service they deliver to their customers.

Using our advanced management assessment tool, MCP can identify your redundant plant and improve your spare parts management. Coupled with Apex Group's cutting edge transaction platform and vast buyer database, together, we can provide this unique solution for the identification and disposal of your redundant assets.

## Contact Details

Phone: +44 (0)121 506 9032

Email: [consultancy@mcpeurope.com](mailto:consultancy@mcpeurope.com)

Website: [www.mcpeurope.com](http://www.mcpeurope.com)



### Cost Reduction

Reduce your costs significantly and deliver value for money



### Equipment Reliability

Ensure you have reliable equipment, imperative for any strategy



### Increased Efficiency

Improve plant performance and increase productivity

## Our Services

### Spare Parts Assessment

Using our sophisticated management assessment tool, we can identify your redundant stock and surplus assets. The assessment is a high-level assessment designed to:

- Measure the current status of spare parts management against a series of best practices
- Identify the sources and scope for improvements
- Provide a benchmark score for the site
- Manage the disposal of unwanted parts

The assessment will identify:

- Areas for improvement
- Gaps in stores and inventory management processes
- Key performance ratios
- Potential savings opportunities (Redundant & Surplus Assets)

MCP is a successful consulting business operating on a worldwide basis through a network of offices and associates.



# Who Are We?



For over 15 years the Apex Group have supported companies around the world buy, sell and manage their surplus assets. Combine that with our 75 years of industry experience, there are very few situations that we can't add our expertise and knowledge.

We help bridge the gap between buyer and seller using our cutting-edge transaction platform, a vast buyer database and precise marketing and sales.

We've designed a six-step programme to assist you whether you're buying, selling or managing your assets. This linear process can be executed in order from beginning to end or we can create a bespoke combination that suits your needs. Either way, you're always going to receive a service that is overarched with strong leadership, policy and strategy and underpinned by our easy to use, yet powerful technology.

## Contact Details

Phone: +44 (0)1273 224466

Email: [info@apex-group.com](mailto:info@apex-group.com)

Website: [www.apex-group.com](http://www.apex-group.com)

# How We Do It

## Targeted Campaigns

Marketing is without doubt the key to a successful sale. Apex places great emphasis on the content of our marketing and the accurate targeting of potential clients. Our Google-accredited Marketing Team will create a targeted, worldwide marketing campaign to promote your equipment.

## Quality

Apex's marketing activities conform to the Direct Marketing Association's code of practice to ensure all messages not only comply with the latest legislation but are also highly effective.

## Industrial Buyers' Database

We have one of the most comprehensive global databases available within the industrial sector, holding in excess of 250,000 buyers from the US, UK, Europe and Asia. Due to our constant high level of activity, Apex attracts hundreds of new buyers every week.

Our key strengths include our industry-leading sales platform, which has been developed out of our own technology centre, our substantial database and the high-volume of visitors to our website every month. We sell over 98% of all the assets listed on our website and have a proven track record of project managing the sale and removal of assets very similar to yours.

## Locations

Headquartered in Brighton, UK

Global valuation team

Agents covering the major industrial areas of the world



With sales offices in the UK, Germany, USA, Canada, India, South Africa and Hong Kong



# Our Partnership Can Help With...

## Valuation

We can help you identify, evaluate and value your surplus assets, gathering information, assessing inventory & executing research and write-up. All valuations are carried out by our team of RICS qualified valuers with over 60 years combined experience, and in accordance with RICS Appraisal & valuation manual.

## Procurement

We can help you source equipment from the huge pool of assets constantly available on the technology platform, utilising our vast network of dealers, re-seller portals, auctioneers and our dedicated sales channels. Sourcing your used equipment through us will eliminate lead time and provides significant first cost savings.

## Finance

We offer a finance model that works to benefit your business not the finance company, through simplifying processes, eliminating day-2 expenses, providing value back to shareholders & much more. We cover a vast array of assets suitable for operating lease to assets suitable for finance lease/loan.

## Redeployment

We have created a safe, secure internal market that can be branded with your corporate identity to ensure familiarity and confidence from business units wishing to transfer assets. Our technology combined with internal marketing programs set up and coordinated by us ensure the highest possible return on investment for your surplus assets.

## End of Lease Management

Our proactive end of lease management strategy ensures your business maximises financial leverage for your assets whilst minimising the unnecessary structural costs of meeting return conditions or not managing end of lease release timings and so incurring penalties. We can also minimise risks of returns whilst facilitating a re-leasing program.

## Retirement and Disposal

Our disposal channels include our own developed online trading platform, closed tender process, live auctions, all supported by our in-house sales and marketing team. We maximise our global reach (selling into 63 countries) through this coordinated sales process selling 1,000's of assets every month. Successful selling is wasted if you can't collect the money. Our treasury services cover deposit handling, a comprehensive invoicing system, a global banking solution and financial services

## Service Level and Support

Our in-house developed asset management tool, AssetFlow, centralises all data to track your surplus assets with a full audit trail. It also supports workflow that determines the status of the asset and ensures appropriate signoff from various levels of stakeholder groups

## Policy and Strategy

Ensuring that the asset disposal/transfer program is embedded into the company policy drives behavior and ensures success. We will help your business develop a policy based on best practice, drive the uptake of the policy, supply regular reporting throughout the process and help your company to develop new strategies.

**Adopt a structured approach to your redundant and surplus assets. Call MCP to make the first step 0121 5069032 or email [consultancy@mcpeurope.com](mailto:consultancy@mcpeurope.com)**

# Apex Group Testimonials

*From the very onset when we first embarked on this project, both Messrs John and Stephen Dugard visited our premises, along with their technical representatives, who gave us an accurate assessment of the realisation value, which was remarkably accurate to the final sales figure achieved."*

Thomas Reid  
Managing Director  
The Reid Gear Company Ltd

*"At all stages of the project you acted in a very professional manner and with great integrity. The results of the auction surpassed our expectations and I must say your team did a fantastic job extracting maximum value for us. I will not hesitate to use Apex again should the need arise and based on our experience would recommend you to anyone thinking of using your services."*

Jim Marriott  
Director of Manufacturing  
Gardner Denver Ltd

*"Their professional manner and the way they have provided a complete service from initial viewing and removing of machines with minimal disruption to colleagues or myself has impressed me. I have been kept informed at every stage in the proceedings with regards to process, costs and removal dates. Their on-site representatives have performed in a courteous, safe and helpful manner."*

John Edwards  
Group Leader  
Mechanical Services Kodak Ltd

## MCP Testimonials

*"MCP provided the tools and techniques to enable our engineering teams to deliver cost savings and efficiencies without increasing staff numbers, whilst continuing not only to grow the asset base in size but also increase the quality of its performance and in particular, reliability.*

*MCP's ability to expose and challenge assumptions has built a strong partnership and created a long-term relationship that is sustainable, innovative and delivers real value"*

Chris Garton  
Dubai Airports Limited

