



# **Part I - Chances and Risks of Value Adding Partnerships for VAT-Consultancies in 2016: 3 Part Report (3 Part report on VAT-Consultancies 2016)**

*Mr Marcel Chacatte DipFM*

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There is relatively little research available for the market for VAT consultancies. The market is similar to other markets as to some businesses swallowing up smaller competitors in order to “buy” revenue and strive for a market leading position with fewer competitors to compete with. The market is different from others because the demand ought to be quite non-elastic, rigid and there is no further niche as VAT consulting is a segment of the consulting market which has certain elements that form necessary parts of the offering of competent competitors. Some businesses that are effectively competitors in some areas do not offer all of these elements and specialise in e.g. registrations. For competitors able to dominate despite big, non-specialised consultancies fiercely attempting to entice customers away from them, Part II can be relevant and be used as a guideline. Part III will guide you through a detailed analysis of suitable and unsuitable m&a targets including all aspects of corporate finance.

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