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One of our roles as your banker is to advise you of innovations we see in the market and amongst our customer base that can assist you to safeguard and grow the value of your business.

Often this means identifying products or services with which the BNZ has no association with but that in the view of the bank, can contribute to the financial value of the business we do have a vested interest in; yours.

All businesses at some point in their evolution may change hands and at that point are subject to valuation. Often that valuation is dependent upon the continuation of key staff or some other means of guarantee of the continuation of the intellectual property and 'know-how' in the business. Confidence of the persistence of this 'know how' is a key determinant in the price that will ultimately be paid for business.

We have come across a product developed in New Zealand for New Zealand businesses that we believe our clients should know about. IPPreserver® is a software product that captures how things are done in your business and presents in a format that makes it both easier to perform the task and easier to teach others how to perform. It simply and effectively cuts through the mine field of content and document management to provide a 'know-how' management system that allows for the capture of the best advice of your best performers. It provides for innovation and rapid continuous improvement, with 'IT free' updating of policy, process and procedure. Once populated through simple text files, it can significantly reduce the volume of documentation and function as an effective 'business manual on a laptop' preserver of the 'know how' of your organisation.

Ongoing IPPreserver:

1. Reduces reliance upon and therefore exposure to key staff
2. Reduces your time commitment to the business by providing your staff the 'know how' they must otherwise continually seek from you.
3. Provides your bankers with confidence as to the value, sustainability and continuity of your business.

As an Exit business value preserver it:

1. Strengthens a potential purchaser's confidence in their ability to capture and utilise all the goodwill that they are being asked to pay for
2. Creates a meaningful bundle of rights to which finance professionals can apply their valuation formulae.

We are impressed by its simplicity and effectiveness and therefore it is our job to let you know that this New Zealand developed innovation is useful and out there. If you would like more information call your business manager or visit

[www.knowhowmanagers.com](http://www.knowhowmanagers.com) or [www.busxarchitects.com](http://www.busxarchitects.com)

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