

# viba Alliance Partner Program

Bstar supports **accounting practices** to **grow their business advisory revenue** and **attract new 'ideal' clients**

Bstar's Alliance Partner Program is not a tool; but rather an online platform that provides accountants and other professional advisers with structure and processes to introduce and **grow high margin and profitable, value-adding services**. All content and reporting is branded with your practice logo and contact details.

## THE PROGRAMS 7 SPECIAL FEATURES INCLUDE:



### Research & Insights – SME/Industry

Bi-annual publication of Accountants and SME Research Reports supported by the provision of ongoing thought leadership information in your targeted sector.



### Engagement Materials & Processes

System generated risk surveys, scorecards and needs review information proven to secure 7 in 10 client engagements.



### Business Valuation & Value Gap Tools

A patented valuation algorithm that scientifically determines the business cap rate, compliant with APES 225 and regulatory guidelines.



### Valuation, Financial & Industry Performance Benchmarks

The most accurate, real time benchmarking information available for the SME sector and a range of high value industries.



### Advisory Solutions

SME and industry specific business advisory programs featuring a predictive SWOT Analysis, an automated Business Improvement Plan.



### CFO & Board of Advice Programs

Sounding board services to provide ongoing support for your client's growth, improvement and succession plans.



### Industry Specialisation Packages

Industry specialisation packages to strengthen and protect existing client relationships and attract new 'ideal' clients.

## viba ACCREDITATION, TRAINING, ADVICE AND SUPPORT

As an Alliance Partner, you will attain **viba** accreditation which is the advisory process to provide advice and support to your SME and ME clients to ensure they achieve financial independence and security by growing the value of their business.

To create leverage in your practice, Bstar trains your professional staff to be responsible for delivering **60% - 80%** of your practice's business advisory services, whilst providing ongoing support, to ensure these services are successfully implemented as a core service offering.