

# Energy and Combustion Services

**Dr Mark Rawlins, Managing Director**

## **What does your company do?**

Energy and Combustion Services (ECS) is a technology company delivering high-performance energy and emissions management solutions to customers ranging from large industrial and mining companies to commercial sites. In operation since 1996, ECS serves customers throughout southern Africa.

## **What prompted you to take on an FD Centre FD?**

Since inception we've had several problems with the role of the financial manager. Due to the unique nature of our business, a traditional financial manager wasn't quite able to put everything in place that we needed. Our financial systems were in disarray and we were battling with the basics.

## **How has having an FD Centre FD specifically benefited your business?**

We brought in a part-time FD from the FD Centre in 2012. After doing a full needs analysis, Rory Sharp has been able to achieve the following:

- Advise on capital raising and funding projects
- Optimise taxation structures
- Ensure that we are compliant with all legislation and statutory requirements
- Create a stable accounting and reporting process
- Work on staff development and training so that the processes that are established can continue to be efficiently executed by our staff.

Rory's interventions have made an enormous difference to our company. The financial accounts are now completely transparent and trustworthy. He has worked on our tax structure and our insurance, effectively saving us money and improving our cover. Besides spending one day a week at our offices, Rory is on our audit committee and attends board meetings.

## **How has having an FD Centre FD on your team benefited you personally in your role as MD?**

Having a highly effective part-time FD has enabled me as the MD of the company to focus again on my core competency, that of technical development.

## **What message would you have for other businesses who are considering taking on a part-time FD?**

Our relationship with the FD Centre will be a long-term one, and the concept of having a part-time FD from the Centre is one I recommend to colleagues in business.