



Differentiation...

...by expertise

Treasury Management Advice for the Public Sector

A viable and refreshing alternative to Treasury Management Consultancy

Sterling Consultancy Services was set up in response to increasing demand for competition and independent advice within the public sector. It specialises in treasury related risk management and provides advice on all aspects of treasury in order to provide clients with up to date knowledge, information and procedures so as to achieve the most effective treasury management possible.

Sterling Consultancy Services is dedicated to the local authority market and feels that its innovative procedures and practices enable it to provide a level of service that allows clients to maximise the opportunities that exist in the pursuit of optimum treasury management performance.

Sterling Consultancy Services is a growing team with clients ranging from London Boroughs, County Councils and Unitary Authorities to Borough and District Councils. As a specialist, Sterling Consultancy Services is best placed to offer an individual, tailored approach. It does not just comply with a generic approach but focuses on the clients' individual specific requirements by delivering the service they ultimately want and benefit from.

Sterling Consultancy Services is fiercely proud of its independent approach to treasury management and fully recognises the Authority's prerogative to execute its advice independently.

The management of Authorities' debt and investment portfolios is a fundamental part of this service.

Sterling Consultancy Services provides assistance in all aspects of debt management including the optimum time to take advantage of the opportunities that now exist under the Prudential regime and by the

rescheduling of debt. Its approach focuses on the risks to the Authority, as well as considering the Authority's unique objectives. By achieving this, Sterling Consultancy Services provides balanced advice in a transparent way and with its recommendations fully meeting the Authority's requirements.

With investments, Sterling Consultancy Services' weekly investment strategy provides clear structured advice in relation to its client's specific portfolio. The Authority's options are assessed in relation to the shape of the yield curve, interest rate forecast and the desire to create a balanced portfolio. This enables a certain level of returns to be achieved, while being flexible enough to react to favourable movements in interest rates. In addition Sterling Consultancy Services operates a monthly benchmarking club in order that its clients can assess their performance against their peers.

Sterling Consultancy Services feels that education is essential to understanding the intricacies involved within the Treasury Management function. Consequently, it regularly runs a number of countrywide training courses and alternatively visits clients' offices to deliver courses.

In summary, Sterling Consultancy Services is both proactive and forward thinking. It offers a truly individual and independent service by fully recognising that one size does not fit all and thus tailors its service to each client accordingly. As such, advice is based on the individual issues and objectives of each client.

It works closely with all its clients and strives to achieve optimum performance. Sterling Consultancy Services is a young, dynamic team which has laid foundations and is positioned to grow and achieve further success in the future.

In-depth knowledge



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