



# Merc Consulting

Management & Security Consultants



# Merc Consulting

**Established in 2011, Merc Consulting was founded on the successful career of its principal Roger O'Shea, a key business leader and innovator in the Irish security industry.**

Utilising the learnings of 30 years of the Irish, UK and European business landscape Roger has built Merc consulting to offer management advice for those businesses on the cusp of change.

We are a results driven consultancy focusing on:

- Management Consultancy
- Business Brokerage





## Management Consultants

Our experienced consultants can assist organisations understand their most important value drivers. Merc will then work with you to help achieve tangible and lasting improvements in performance.

We combine strong technical capabilities with relevant industry experience and the ability to offer practical, useable advice. Drawing on our extensive knowledge gained from decades of practical and successful commercial experience, our team embrace cross-disciplinary approaches to important business issues.

We offer timely and practical advice to assist your business in helping achieve your goals in the areas of:

- Operations Management
- Business Transformation
- Customer & Operations
- Financial Management
- People & Change
- Policy Management
- Strategy
- Technology

## Testimonials

### McElwaine Security

McElwaine Security engaged Roger O' Shea of Merc Consulting at short notice to assist us during a period when we had an illness affecting a key Director of the business. Roger joined the management team and has worked in the business over the last year and has focussed on day to day functions across the following areas,

- ◆ Operational Management
- ◆ Staff reviews and weekly performance meetings
- ◆ Financial Management
- ◆ Sales & Business Development
- ◆ Business Strategy & Recruitment

Whilst working within the Company, Roger has been a great addition to the team and has led the Change process across the business and he has brought with him a wealth of experience. I would have no hesitation in recommending Roger to any business owner or manager even if it's only to provide an outsiders birds eye view of your business.

Jason McElwaine MD.

## Blue Wall Technologies

Blue Wall Technologies Ltd engaged Roger O' Shea of Merc Consulting to review our business and plan and deliver a re-launch Strategy for the Company.

Over the last year he has worked with me in the business on a weekly basis and we have achieved everything that we agreed would be delivered and the change process is now complete and I am 100% happy with his input and delivery.

He has become a great sounding board for me personally and his experience, following a long and successful business career, has been invaluable and I will continue to use his services into the future. I have no hesitation in recommending Roger to any business owner.

Derek Tebay  
Managing Director

## Testimonials



## Power Right

Roger O' Shea of Merc Consulting has been working with the team here in Power Right for the last 5 months and during this time, Roger has been assisting us in the following areas,

- Sales Team Management and Business Development,
- Developing a new Line Management Team
- Implementation of a New Software Management System.
- Strategic Business Development.
- General Business Assistance & Advice.

We would highly recommend Roger and his team in Merc Consulting to any Security business owner as their experience and knowledge of all aspects of the Industry is invaluable and their hands-on approach is unique and provides us with a listening ear and their availability to us at all hours is a major benefit.

Richard O' Boyle, Managing Director

## Testimonials



## Testimonials

### Northwest Alarm Systems

I contracted Roger O' Shea of Merc Consulting 11 months ago to assist me in restructuring my business and he has transformed how we run the business on a day to day basis. Roger now carries out weekly meetings with myself and my staff either virtually or in person as required and he monitors our performance across Sales, Installations, Margins, Pricing of contracts and Quotations.

In addition, he is working with our Computer system provider to ensure necessary changes are implemented.

It would be well worth any company Owner's time to investigate bringing in a company like Merc Consulting to get an overview of your business. I would highly recommend Roger and his team.

Jimmy Melly, Managing Director



## Testimonials

### Phoenix Alarms

I have known Roger O' Shea for over 25 years and he has acted as a business consultant to my business Phoenix Alarms for 6 years prior to my selling the business.

During that time Roger and Merc Consulting has been invaluable to me, in assisting me in managing the business as a going concern and forward planning for my retirement.

I would have no hesitation in recommending Roger and suggest that all businesses need an outside view, to better manage their business and a professional consultant is a very worthwhile investment.

Colm McCabe MD





## Business Brokerage

Having the right broker gives you the opportunity to maximise the opportunity from a buying or selling perspective. Allow us to open those doors and deliver beyond your expectations.

As one of the premier security brokers within Ireland we can advise on all aspects of sale or purchase to ensure you get the most value out of the interaction. Our services include:

- Analysis of your business and creation of a Company Information Memorandum
- Determination of the most appropriate sale structure to optimise market value
- Aligning your business with suitable potential buyers in a confidential manner
- Management of the sales process to completion
- Source suitable investment purchasers in the market

Since 2011, Merc Consulting has been dedicated to serving our clients with professionalism, integrity and confidentiality. As an innovative leader in the Business Brokerage industry across the Irish and UK markets we continue to raise the bar by demanding the highest standards of our entire firm.

Our commitment to professional development, customer service excellence and world-class marketing serve to support our two main goals:

- The successful sale of your business
- The identification of value producing investments



## Dowling Security Systems

We engaged Merc Consulting to source a buyer for our business.

Merc's knowledge of the Market was crucial in helping us to reach the right audience. John & Roger were astute, well informed & decisive in guiding us through every stage of the process.

Merc are a pleasure to deal with, dependable, supportive, and highly efficient in delivering for us a great result.

We highly recommend them.

Joe & Mary Dowling

Dowling Security Systems

## Testimonials



## Testimonials



### MC Alarms

I have no hesitation in recommending Roger O' Shea of Merc Consulting who brokered the sale on my behalf. I engaged Roger in advance of the proposed sale and he has guided me through the process which is lengthy and complicated, from start to finish.

Merc Consulting analysed my business and prepared an Information Memorandum, engaged the market and drew up a shortlist of interested parties and engaged with them until we settled on a heads of agreement with Network. Following that Merc Consulting have attended all meetings, managed the process and introduced outside Financial and HR advisors that were required to complete the sale.

Vincent Cooney, Managing Director

## Testimonials

### Wilson Security Systems

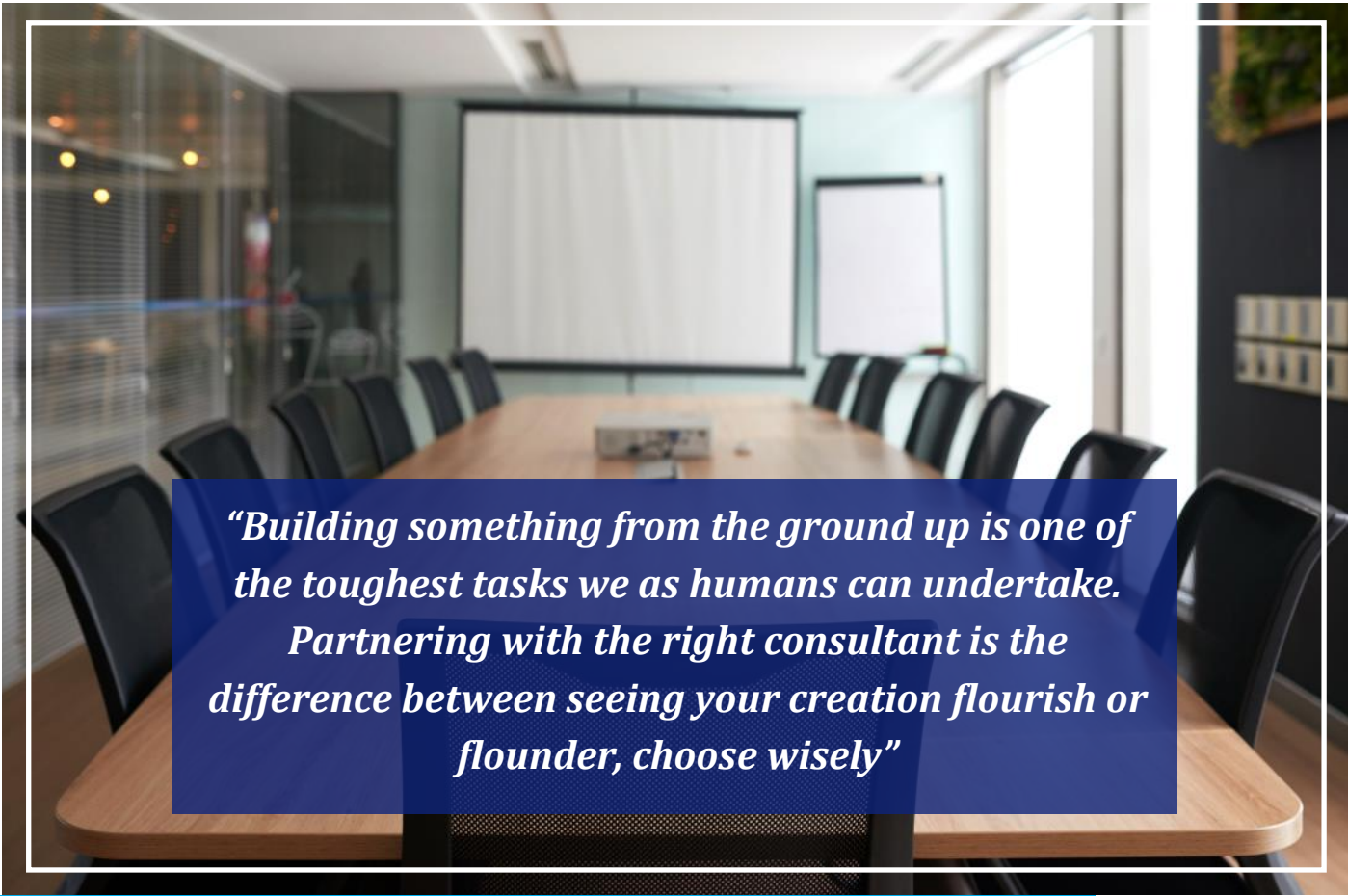
We engaged Roger and Merc Consulting to broker the successful sale of our company, Wilson Security, in 2021.

Roger used his expertise to advise and guide us, we had complete trust and confidence in him to represent our brand and drive the sale of our company forward in a professional and confidential manner.

Merc consulting afforded us the opportunity to continue working on our business while Roger negotiated the sale with interested potential buyers. He managed all our professional advisors to ensure a successful and timely delivery of the sale.

We would highly recommend Roger and Merc Consulting.

Mark Wilson, Director



*“Building something from the ground up is one of the toughest tasks we as humans can undertake. Partnering with the right consultant is the difference between seeing your creation flourish or flounder, choose wisely”*



# Merc Consulting

Management & Security Consultants



+353 86 2566187



[roger@mercconsulting.ie](mailto:roger@mercconsulting.ie)



[www.mercconsulting.ie](http://www.mercconsulting.ie)



9 Milford, Athgarvan, Co.Kildare  
W12 WR04