

CAPABILITY STATEMENT

Meridian Consulting

Strategy, operational excellence and digital transformation for growing B2B businesses.

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Who we are

Meridian Consulting is a boutique management consultancy based in Edinburgh, founded in 2018. We work exclusively with B2B businesses in the GBP 1m-30m revenue range - companies that have proven their model but need strategic and operational support to reach the next level. Our consultants have run businesses, not just advised them.

What we do

Growth Strategy

Market analysis, competitive positioning, go-to-market, pricing and growth roadmaps. Typical outcome: 2-4x pipeline growth within 12 months.

Operational Excellence

Process optimisation, team structure and KPI frameworks that scale. Typical outcome: 30-50% improvement in operational efficiency.

Digital Transformation

Technology strategy, platform selection and implementation oversight - vendor-neutral throughout.

How we engage

- Strategy Sprint (6-8 weeks): GBP 15k-30k.
- Transformation Programme (3-6 months): GBP 8k-15k / month.
- Advisory Retainer (ongoing): GBP 3k-5k / month.

Selected results

- Alder Technologies - 3x pipeline growth in 9 months.
- Forthbridge Engineering - 35% faster project delivery.
- Cairn Financial - 40% reduction in admin overhead.
- Helix Manufacturing - GBP 2.4m added annual revenue.

Talk to us

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