

**OWEN SHEEHY**

Managing Partner  
McInerney Saunders

*Owen Sheehy succeeded founding partner Gerry McInerney as Managing Partner in November 2016. Sheehy joined the firm in 1991 and became partner in 2002.*

**ACTIVITY** Clients are focusing on expanding and enhancing their operations and they are seeking our support in terms of tax planning and business advisory. As their businesses grow, clients seek to outsource certain elements of their finance operations, such as payroll and management reporting. The confidence in the economy is also leading to new startups, which is a particular focus area for us.

We've seen a definite increase in the number of overseas companies establishing operations in Ireland, and our strong relationship with our international contacts has been instrumental in providing introductions to new clients.

**CLIENTS** Our growth-focused clients are primarily owner-managed and family businesses. We are working with these businesses to identify their key issues and



**'Among the key issues for clients are increasing profitability and protecting the business'**

implement strategies to achieve their goals. Among the key issues are increasing profitability, protecting the business that is their principal asset, and identifying possible acquisitions or new product/service lines they can add to their businesses. Some clients who have a significant customer base in the UK are in the process of establishing UK operations.

**FINANCE** The pillar banks have streamlined their application processes and turnaround times are generally quicker. Clients are also looking to private equity houses and venture capital funds as alternative sources of finance.

**TALENT** The economy is in a growth phase and one of the few downsides is a talent shortage in our sector. Thankfully, we have retained our key staff and also recruited successfully. Our ethos as a firm is to have a good work-life balance and this has greatly

assisted with staff retention. Salaries have increased in line with economic growth and this does have an impact on fees.

**TECHNOLOGY** We have already seen the impact of technology with the automation of processes, more timely reporting and work-shifting, which has impacted both the business finance function and the accountancy profession. We have invested heavily in technology and see this as an opportunity for ourselves and our clients to become more efficient and improve work-life balance. The impact of technology may well result in increased price competition in the compliance service areas. In order to remain relevant and vital to our clients in the future, we will need to focus on delivering advisory services that provide strategic input and added value.

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You & your business!  
Where are you now?  
Where would you like to be?



**McInerneySaunders**  
smart thinking

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