



Peter Andrišin, CEO of Dozen, Ltd., provides services as External Finance Director for SMEs. The organization review processes to standardize and optimize them in order to facilitate growth and optimize cost.



Dozen, Ltd. helps to discover weak points and eliminate them using relevant KPI's and Score Cards. "We drive growth through agile organization. We train people to do it by themselves," said Peter Andrišin. Check out interesting interview devoted to the provision of support to entrepreneurs in Slovakia.

What is your connection with the support of entrepreneurs or with the second-chance and restarter entrepreneurship?

As mentors for start-ups, we try to prevent the need for a second chance for entrepreneurs. As lecturers, we educate entrepreneurs "how to go".

What kind of services/trainings do you offer for entrepreneurs? Do you/does your organization do something also for second-chance entrepreneurs (who are in crisis, in the bankruptcy phase, or re-starting their business after failure)?

The External CFO service itself is a service for entrepreneurs. We analyse the root-causes of the problems and set up a plan to avoid mistakes. We provide practical trainings - "Comprehensive Financial Management" for financial and non-financial managers and entrepreneurs and other specialized courses in the areas of purchasing, cash flow management, acquisition of classic and alternative sources of financing, accounting and taxes, recruiting and retaining the right employees, risk management, remuneration, project management, change management, managerial skills but also ergonomics in office and / or production belt, cryptocurrencies and others.

What is your personal motivation to work in this specific field?

"If you want to go further than us, you must know more than we know" (K.Kuzmány, 1863). My father died 92 years old. I believe that I will live to an old age and I would like to live in a decent and prosperous country. SMEs are the foundation of any economy. Corporations pack and leave, SME remains. To survive, they need to know more...

What do you consider as the most effective way to help entrepreneurs in distress?

The prevention is the KEY success factor. In distress, we should show them "how to catch the fish", not "to feed them". We should show them, that they are not alone and similar situation faced almost everybody. If they fall, they must stand up, not lie down.

What are the most common challenges entrepreneurs in Slovakia often face?

The lack of financial literacy. The ability to set a long-term goal and plan to achieve it.

What do you think, what is the most challenging problem entrepreneurs are facing during bankruptcy?

They don't know what to do. They don't know where to look for help.

In your opinion, what kind of supporting measures could prevent entrepreneurs from failing and help to restart after bankruptcy?

We have to divide the question into two separate ones:

The basic solution against bankruptcy is to have qualified bookkeepers with a lifelong learning obligation. A skilful economist is able to alert the entrepreneur in time to threats or solve problems in the company. The bad economist will destroy even prosperous company.

The basic solution for restart after bankruptcy is either to allow them to use "incubators for start-ups" or to create "quarantine station" for e.g. 12 months, where they can heal.

Are you aware of any Early Warning Mechanisms applied in our country?

Unfortunately, no.