

VSB & A[®]

VS BOATENG & ASSOCIATES

PERSONALISED RATE MANAGEMENT SERVICES

Strictly Private & Confidential



Our consultancy exists to provide you with tailored, reliable support that's as unique as you are. It's what we've always done and what we'll always do. Without fail. Delivering you insight, strategy, results & personalised solutions every step of the way.

Our Vision

To weave a network of loyal clients whom we support with reliable, personalised services is our goal, navigating through the business rates sector.

To create a specialised business rates consultancy dedicated to forensic management, proactive risk mitigation, appeals and recovery services.

To be large enough to meet any challenge, small enough to care, and flexible enough to meet client demand.



**Talented team with
90 years of combined
experience**



**Tailored made
solutions for clients**



**Niche practice with
no conflicts of
interest**

Making the vision a reality

We are a sister company to VSM, which has been established for 13 years, operating audit, rate and CIL mitigation services.



Our Services

Our services guard your finances at every turn—before, during, and after spending. We protect and maximise your budget, every step of the way.



1. Strategy

Providing strategic counsel for disposals, acquisitions, or redevelopment, directly impacting the bottom line.

- Business Rates Strategy and Specialised Reports
- Appeals and Deletions
- Empty Property Rates Mitigation
- Completion Notice Negotiation
- Community Infrastructure Levy Mitigation



2. Safeguard

Ensuring that businesses do not overspend on rates and maintaining vigilance to protect profits.

- Rate Payment Management
- Exemptions
- Tone of the list appeals
- Material change of circumstance appeals



3. Salvage

Auditing business rate payments, and recovering overpaid funds to rejuvenate business finances.

- Business Rates Audit
- Business Rate MOT

Who we help

Developers

We provide smart solutions for small and large-scale developers, ensuring business rates don't stall visionary projects.

Asset Managers

For Project, Property and Asset Management firms, we elevate your competitive edge with tailor-made solutions, partnering to amplify your objectives.

Occupiers

We adeptly manoeuvre the intricate business rates landscape for our Occupier Clients, ensuring costs are optimally low.

Pension & Investment Funds

We guarantee every penny of rates spend is scrutinised and maintain an unassailable audit trail.

Investors

We partner with Family Investment Offices and HNW Individuals, providing strategic wisdom and powerful advocacy to navigate the intricacies of business rates.



Meet the Team

Our team has a wealth of experience beyond pure rate management.



Victoria Boateng
CEO



Ken Duguid
Consultant



Tony Rosenberg
Director



Richard Artus
Director



Tom Parrish
Director



Harry Artus
Associate



Ian Broomhall
Associate



Zoë Bennett
Operations Manager



Serina Jewell
Business Rates
Manager



Maizie Zeng
Financial Controller



Madhuri Landge
Assistant Financial
Controller



Adam Margolin
Fractional CMO

Our Values

Our values act as our compass, guiding our behaviours and decisions towards achieving our mission with integrity, passion, and excellence.

PROGRESSIVE & PRAGMATIC

DEDICATED & ADAPTIVE

CUSTOMER FOCUS & SATISFACTION

OPEN DOOR & INCLUSIVE

COLLABORATIVE & SUPPORTIVE

PASSION & IMPROVEMENT

Professional Rates Team

Our expert team navigates complex business rates, ensuring financial efficiency and strategic insight to drive your success. Trust us to optimise and protect your finances, freeing you to focus on growth.



VICTORIA BOATENG

CEO, Victoria, brings 30 years of business rates expertise. Her experience including Westminster City Council, Allsop, Montagu Evans, and CBRE.



KEN DUGUID

Consultant, Ken is a Chartered Surveyor with over 40 years of rating experience including 25 years at Allsop. Ken specialises in non retail rating work.



SERINA JEWELL

Business Rates Manager - Serena brings 12 years of expertise in business rates, including management, audit, appeals, and mitigation.

Head Office Team

Our dedicated back-of-house team provides the sturdy backbone for successful operations, ensuring seamless behind-the-scenes support critical for your business's smooth execution and growth.



MAIZIE ZENG

Maizie, our CFO, has 20 years of expertise in corporate finance. She manages the treasury functions for our Rate Management, Audit and Mitigation clients.



HARRY ARTUS

Rate Management Assistant Harry, with more than 10 years of rating experience, is dedicated to client care. Crafting personalised services is his specialty.

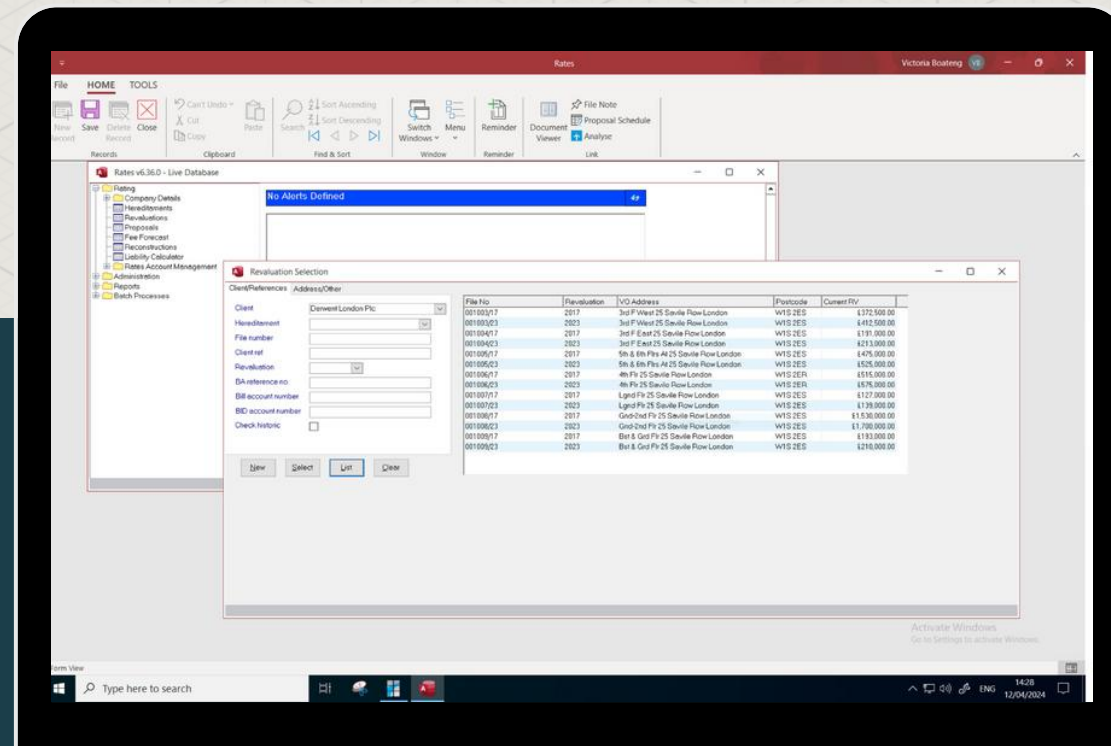


ZOË BENNETT

Zoe is our operations manager and handles our reporting and management systems. She orchestrates seamless workflows and ensures efficiency and excellence.

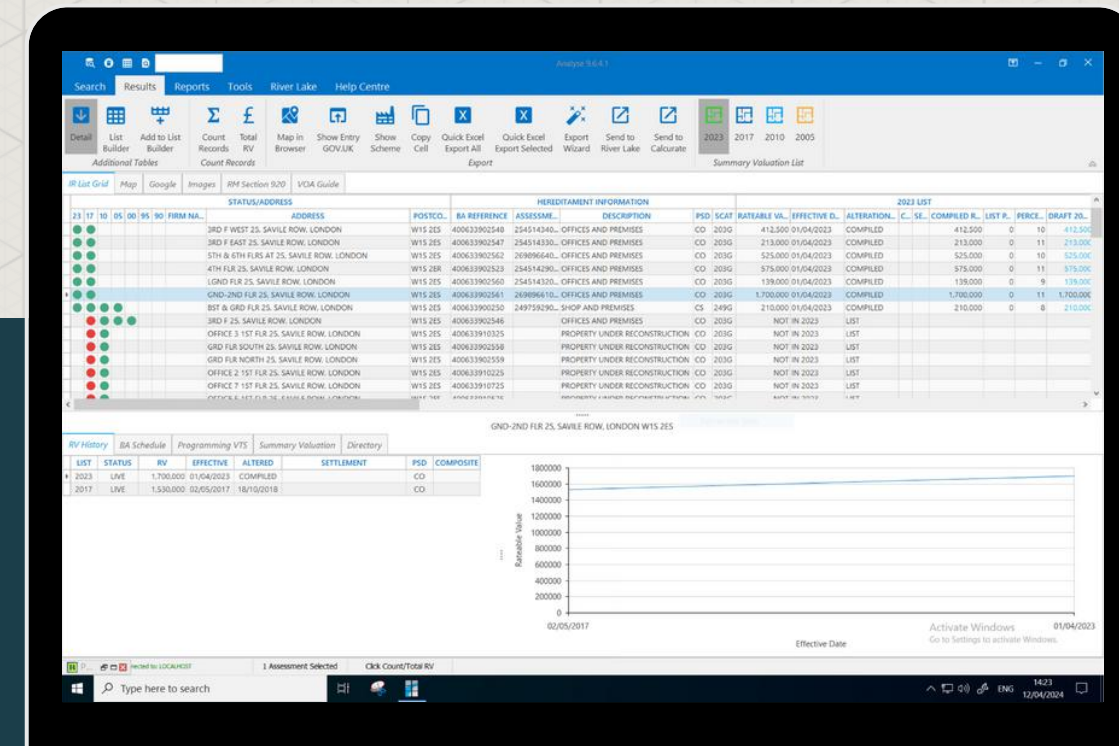
Our Systems

Our market leading rates administration platforms are chosen for accuracy and excellence, ensuring we are kept fully up to date.



RIVER LAKE SOFTWARE

River Lake is the leading rating software for the business rates profession. Client data is stored locally, meaning it is completely secure.



ANALYSE

The Analyse system means we are kept up to date with changes by the VO that affect currently assessed property.

Our Processes

Our systems guard you from risks ensuring complete IT and financial security and protection.



CLOUD STORAGE SYSTEM

Operated and protected by CMC Technology Group, your data will be safe, secure and free of any conflicts of interest. Our software is also protected using the latest antivirus & malware programmes



BANKING

Controlled by our finance team headed by Maizie, clients have full access and control of client bank accounts, including authorising the creation of any new payees and signing off on bulk monthly rate payments.

Our Experience



STANHOPE



DERWENT
LONDON

Hines



MAPP

nuveen
A TIAA Company



CBRE Investment
Management

PILCHER LONDON

“Victoria’s technical expertise and wealth of experience, partnered with her pragmatic approach, has proven to be invaluable to us as a business. We can’t recommend her services highly enough”.

Mark Burns & Victoria Cullen

Case Studies

Royal Albert Docks

Represented ABP in formulating the business rates strategy for Royal Albert Docks—a 4.7 million sq ft mixed-use project halted after phase 1. Our approach involved addressing assertive Completion Notices, leading to the case being elevated to the Upper Tribunal. Additionally, we successfully negotiated a ground breaking allowance for the site, minimizing payables to the utmost extent. This resulted in seven figure savings.



Television Centre, W1

We designed and implemented the rating strategy for Stanhope as they breathed new life into this cherished historic site, culminating in the creation of 2.3 million sq ft of space in Phase 1. Through our relentless dedication, we removed all void costs for both the commercial and residential facets of the site, a monumental feat upheld since 2013. Our endeavours have yielded even figure savings, marking a thrilling success story in urban revitalisation.

Get in touch
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