

Enterprise Solutions



Business support services

The Quick Fix

The Quick fix is a one off business support meeting to explore or address business concerns. These meetings are face-to-face meetings, can be tailored to meet a business owner's individual and business needs. For example:

A pre start-up client preparing a business plan seeks guidance to find information about the prices charged by her competitors in the sector she plans to operate in. She also needs to know how to use a range of pricing approaches to support her marketing plans.

Enterprise Solutions response would be to:

- Briefly assess background information prepared by the client for the meeting and acquire any addition information, where necessary
- Explore with the client their questions, business ideas and time frame
- Clarify a range of pricing approaches and useful sales forecasting techniques
- Identify and signpost the client to sources of sector information
- Investigate how the information could be utilised to improve the effectiveness of marketing plans.
- Provide appropriate up-to-date information
- Help the client to devise an action plan and set goals

Recommended duration of meeting: 60 - 90 minutes

Cost:

One hour business support meeting: £105.00 + VAT

One and half hours business support meeting: £145.00 + VAT

On The Right Track

On The Right Track is a package of three business support sessions tailored to meet business owner's individual and business needs. Whilst the first and third meetings are face to face the second can be by telephone. Alternatively responses can be written communication sent by letter, email or fax.

For example:

A London based client of a new business selling crafts traded throughout the summer at craft fairs across England. Sales were higher than forecast, particularly from customers in other regions of the country and tourists. In order to serve these markets and expand sales the owner plans to set up an online retail store.

- First meeting:
 - Briefly assess background information prepared by the client for the meeting and acquire any additional information, where necessary
 - Fully explore the client's questions, business ideas and time frame
 - Clarify current operations, logistical practices and supplier relationships
 - Identify the process, relationships with suppliers, resources needs and estimate costs of setting up an online store. Consider the pros and cons for the business
 - Provide guidance on conducting in house market research, PESTLE and SWOT analysis.
 - Identify and signpost to sources of information and make referrals, where necessary
 - Provide appropriate up-to-date information
 - Help the client devise an action plan and set short-term goals

- Second session:
 - Recap on the tasks & goals from action plan 1
 - Update of relevant business activities
 - Discuss the marketing research findings, draft PESTLE and SWOT
 - Use a range of business tools to make decisions and solve problems
 - Provide appropriate up-to-date information, where appropriate
 - Help the client revise the action plan and targets, set new short-term goals

- Third meeting:
 - Recap on the tasks & goals from action plan 2
 - Receive an update of relevant business activities
 - Provide guidance in relation to change management techniques
 - Reflect on the action plan, the project and give business advice
 - Assess progress and performance against tasks and short-term goals
 - Prepare the client to exit business support package, set medium to long-term goals and an action/implementation plan.

Recommended duration of each session – 60 – 90 minutes

Costs:

3 x one hour business support meeting - £315.00 + VAT

3 x one and half hour business support meeting - £435.00 + VAT

Save 10% on the cost of meetings or sessions 2 & 3 if you book these dates in advance at the end of the 1st meeting.

Enterprise Solutions is the enterprise brand of Education Solutions Direct CIC

Supporting Business Capability

Supporting Business Capability is a package of six business support sessions. These are designed to serve a number of purposes. This package is particularly effective where the business support need has a project focus with medium term outcomes. Whilst the first and last meetings are face-to-face the second to fifth can be by telephone or alternative methods of communication.

For example:

A client with a successful small business would like to ensure it is doing what it can to be socially responsible. The business is looking for schemes that will prove through 'Kite marks' or 'stamps' of approval to endorse its commitment.

- First meeting:
 - Briefly assess background information prepared by the client for the meeting and acquire any additional information, where necessary
 - Fully explore the client's questions, business ideas and time frame
 - Clarify current operations, logistical practices and supplier relationships
 - Identify the process, resources needs and estimate costs of acquiring the endorsement. Consider the pros and cons for the business
 - Provide guidance to conduct in house market research, PESTLE and SWOT analysis.
 - Identify and sign post the client to sources of information and make referrals, where necessary
 - Provide appropriate up-to-date information
 - Help the client devise medium term goals, prepare an action plan, a time line and set appropriate targets

- Second to fifth meeting or sessions:
 - Recap on the tasks & goals from previous action plans
 - Supporting the project - Provide reflection, business advice, guidance & support for project development and implementation, using up-to-date information, business tools, problem solving activities, decision making models, making comment on documents and using change management techniques

- Sixth meeting:
 - Reflection on the action plan, the project and give business advice
 - Assess progress and performance of targets
 - Prepare the client to exit business support package, set medium to long-term goals and an action/implementation plan.

Recommended duration of each meeting: 60 – 90 minutes

Costs:

6 x one hour business support meeting: £630.00 + VAT

6 x one and half hour business support meeting: £870.00 + VAT

Save 10% on the cost of meetings or sessions 2 & 3 if you book these dates in advance at the end of the 1st meeting.

Business Performance Improvement

Business Performance Improvement is a package of twelve business support sessions. These are best delivered as regular sessions designed to serve a number of purposes, including coaching. Like the ***On the Right Track*** and ***Supporting Business Capability*** packages the first and last sessions are face to face meetings, others can be by telephone or alternative methods of communication. This package is particularly effective where the business support need has a project focus with medium term outcomes. This package is particularly effective where business owners might benefit from personal development and support.

Directors of a cleaning company plan to expand their service and secure a number of hospital cleaning contracts. Having looked at a number of tender documents they realise the company will need to acquire a number of quality assurance Kitemarks such as Investors in people, Customer First, Greenwatch etc.

- First meeting:
 - Briefly assess background information prepared by the client for the meeting and acquire any additional information, where necessary
 - Fully explore the client's questions, business ideas and time frame
 - Clarify current operations, logistical practices and supplier relationships
 - Identify the process, resources needs and estimate costs of acquiring the endorsement. Consider the pros and cons for the business
 - Provide guidance to conduct in house market research, PESTLE and SWOT analysis.
 - Identify and sign post the client to sources of information and make referrals, where necessary
 - Provide appropriate up to date information
 - Help the client to devise medium term goals, prepare an action plan, a time line and set targets

- Second to eleventh meeting or sessions:
 - Recap on the tasks & goals from previous action plans
 - Supporting the project – Reflection and assessment of progress, business advice, guidance & support, action planning and referral, where appropriate, for project development and implementation, utilising up to date information, business tools, problem solving activities, decision making models, making comment on documents and using change management techniques

- Twelfth meeting (in the series) -
 - Reflection on the action plan, the project and give business advice
 - Assess progress and performance of targets
 - Prepare the client to exit business support package, set medium to long -term goals and an action/implementation plan.

Recommended duration of meetings: 60 – 90 minutes

Cost:

12 x one hour business support meetings - £1,260.00 + VAT

12 x one and half hour business support meetings - £1,740.00 + VAT

Save 10% on the cost of meetings or sessions 2 & 3 if you book these dates in advance at the end of the 1st meeting.

A range of business services

Task based support – You tell us what the problem is and we help you solve it. For example we can help you with:

- Business and market analysis
- Business health checks
- Business reports
- Performance improvement
- Business and operations planning
- Project management
- Business training events and courses
- Sector specific enterprise business programmes
- Other tailored and customised services to meet business owner needs.

Cost: Variable - Dependent on the task

For further information please contact us:

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