



Background

Worked with an innovative facilities business to help develop plans for growth, including production arrangements and recruitment.

What Was Done

- Helped develop understanding of large company procurement processes and how to plan sales accordingly
- Identified manufacturing process design as a key issue -- the innovative products being made required the supply base to do things no one else had asked for
- Overview of recruitment methods appropriate for small business

How It Was Done

- Series of wide-ranging discussions on key business issues
- Workshop style sessions on particular problems, for example supplier quality process design

The End Result

- The business is continuing to grow
- The company has received a number of industry prizes

Case Study

Growth Of A Small Business