

# Business Growth Hub

Sue Barnard  
Relationship Manager



## The core Hub offer

### Business Growth Hub

Awareness raising, building aspirations, events & networking, referrals to other services

#### Growth Team

Strategic development planning & support for ambitious businesses.

#### Growth Mentoring

Delivered by Business People for Business People

#### Growth Start

Intensive programme of support for those establishing a growing a business

#### Digital Growth

Education, information and demand building – specialist advisor team

### Access to Finance

Ensure viable NW SME's are investment ready  
Support the process of obtaining appropriate funding  
Single point of contact for variety of funding types/funders



## Growth Team

**Growth Support** (available in Greater Manchester) - offers access to in-depth business expertise to help you assess key area's of your business' performance and identify practical solutions for both developing and implementing short, medium and long-term business growth plans.

### We offer:

- **Access to a team with in-depth growth experience** - for strategy development, planning and growth know how.
- Hands on **In-Depth Growth Assessment** for identifying your business needs
- **Strategic Development Plan** - to provide you with a road map
- **Growth Management Support** - practical help for implementing delivery plans – delivered by specialist Growth Managers & Advisors
- Coordinated with in-house Mentoring, Digital Growth and Growth Start-up
- Personal introductions to **130-Official Business Growth Hub Commercial and Public Partners**, comprising, A2F, MAS, UKTI, GA and many of the largest Professional Service firms in Greater Manchester



## Growth Start Up Support

- Covers Greater Manchester
- Initial 1 day Start Smart workshop with practical hints and tips which are crucial when developing a business
- High impact master classes delivered by experts in their field
- Unlimited one to one support with a business adviser to launch the business and continued one to one support from the adviser once the business has started
- Particular help and support to access finance
- Specific start up networking events and opportunities



# Growth Mentoring

Delivered by 'Business People for Business People'.

## What makes the Business Growth Hub Mentoring different:

- Covers Greater Manchester
- Our service offers the chance to receive support - from one of a bank of top flight business people that are offering their time to support your professional and personal development.
- The mentee get their support from a mentoring advisor to prepare them for their journey.
- The mentoring match is conducted on an individual case.
- The mentoring journey is managed by the mentoring team.

**Now expanding: BIS' Sector Mentoring Challenge Fund**



"The unexamined life is not worth living."

# Digital Growth Service

## ★ 1-2-1 Business Support

Dedicated Business advisor and a Digital Growth Diagnostic

## 👤 Workshops & Master Classes

Educate and increase uptake of digital technology

## 👤 Co-Investment Support

Funding for additional expert advice

👤 **395**

Total number of businesses engaged

★ **317**

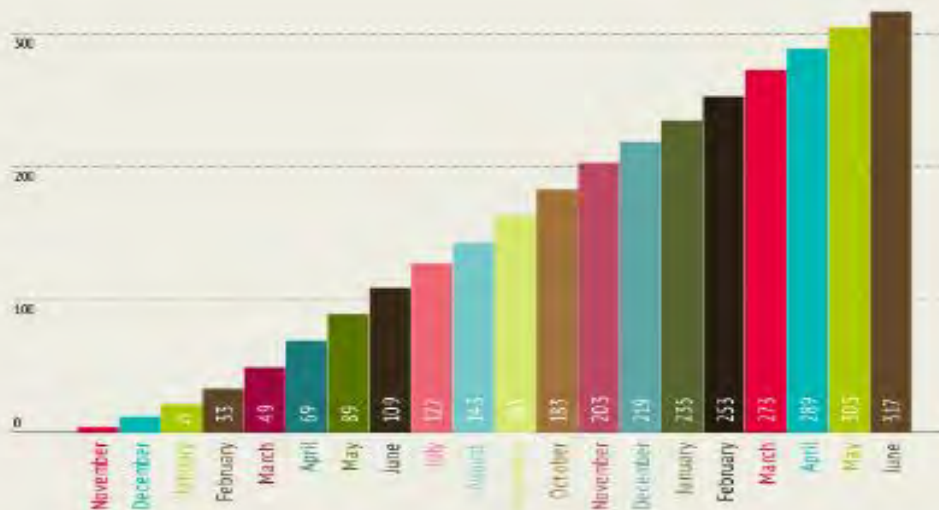
Total number of business assists

👤 **89**

Total number of new jobs created

👤 **257**

Total number of jobs safeguarded



# ENWORKS

## Growing the Green Economy

- **On-site reviews to identify resource efficiency improvements and business risks**
  - Free reports with fully quantified improvement opportunities.
  - Ongoing, hands-on assistance with implementing improvements.
  - Help with accessing technical support from specialist consultants
- **Bespoke software – the ENWORKS Online Resource Efficiency Toolkit**
  - Free access to award-winning software used by Government and public bodies.
  - Helps managers to prioritise, track and report on your progress and resulting savings.
- **Training and networking**
  - Free seminars/workshops/events throughout the year, at local venues across GM.
  - Includes courses certified by professional bodies.
- **Information services – Green Intelligence**
  - Free, fortnightly e-bulletins, bringing the most relevant environmental business news, information and case studies directly to people's inboxes, tailored to their business needs.



# Working with the national programmes



- UKTI fully integrated with Hub offer
- Internationalisation as route to growth
- Close working with local partners
- Promotion and two way referrals
- Hub providing funding to enhance service



- GM Creative and Digital Launchpad
- Venturefest

**Technology Strategy Board**  
Driving Innovation

# Speak to the teams to find out more!

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Business Growth Hub

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