

Case Study:Client 9- Private Healthcare



Private Healthcare Client

Industry: Healthcare
Location: North East
Size: Small

Company Bio
This company, working in the private healthcare sector, is based in the North East of England

"We would not have been able to grow so large & so quickly, had it not been for the support of the Start & Grow programme. We also really benefited from the networking events which meant that we weren't existing in a 'bubble'. "

Overview

The client, working in the private healthcare sector, is based in the North East of England. The company was registered in March 2015, a few months prior to accessing Start and Grow services and were referred via a bank they had attempted to seek funding from.

The Start & Grow programme has supported the client in the following way:-

FTE Increase
1400%

Turnover Increase
800%

The Challenge

The company wished to grow the business from a micro to a small organisation in a professional and strategic manner. They achieved this through the support of a Business Adviser who was able to deliver vital 1:1 sessions, arrange master class attendance and signpost the client to other partners and associates that could support accelerated business growth.

The Approach

The company accessed funding and application advice, and were very pleased with how accessible, effective and relevant this support was. The client noted that their business adviser was quick to respond to any queries and that, whenever they needed to explain something about their company (or the sector), the adviser was able to understand everything and give relevant advice. The company also accessed some masterclass training (reporting to HMRC, cashflow and negotiation skills) which they also found useful. The company are also appreciative of the business networks they have become part of as a result of taking part of the Start and Grow programme, with the client claiming that they would have “existed in a vacuum” otherwise. Overall, the Start & Grow client found the 1:1 sessions with financial advice to be really beneficial.

"Through carefully planned 1:1 business support sessions, I was able to ensure that we were able to create a realistic & achievable high growth business plan to suit the business"

-Martin
Business Advisor

The Solution

The client received support in the following way:-

- Financial & funding advice
- Sector specific specialist support
- Masterclass workshops including HMRC reporting, Financial & Negotiation skills
- Networking event attendance
- 1:1 Coaching & Mentoring

The Results

During their first year of operations, the client had 5 FTE employees. Now, the company employs 70 people. The company reported a turnover of less than £100,000 in the first year of operations, but has since grown to £800,000 in 19/20 (Year 4). For 20/21, the respondent stated that they are aiming to reach £1,000,000 in turnover.

FTE

Turnover