



# Case Study: Client 4 -Bluebell Montessori School



## Professional Services Client

Industry: Professional Services  
Location: England  
Size: Micro

**Company Bio**  
The company works within the education services sector.

*"We achieved our objectives entirely so far. Furthermore, we predict that we are likely to meet the following business objectives in the future: better positioning in the supply chain; improved management/ access to finance; and become more innovative.."*

### Overview

The main business objective for the firm’s involvement with Start and Grow was to start the business. The main performance objectives for the firm’s involvement with Start and Grow were: increase sales; increase employment; increase profits; increase productivity; and increase the overall value of the company.

<p>The Start &amp; Grow Programme led to the following improvements.</p>	<p><b>FTE's Employed</b></p> <p><b>+10</b></p>	<p><b>Turnover Increase</b></p> <p><b>1550%</b></p>
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### The Challenge

The client was a start-up and had never been responsible for an entire business previously, there was heavy focus on 1:1 support so that client felt confident and able to set up the business in a commercial and sustainable manner.

### The Approach

The business received the following areas of support: exploring business ideas; business planning; legal matters; business operations; sales and marketing; finance proposals and finance signposting; cost savings and enhancing profitability; and leadership and management development, finding these all particularly useful. The business used prestart support, namely, advice on changes to a business plan following a funder referral which they found useful. The business also received post start support, namely, advice from an assigned mentor / adviser which they describe as useful, moreover, they also described the frequency of contact from their mentor/adviser as useful.

### The Solution

- The business received the following types of support:-
- Business Support - including business planning
  - Mentoring
  - Coaching
  - Signposting
  - Specialist support & advice

*"The client required business start up mentoring and lots of focus on business planning and modelling. I was also able to signpost them to our number of partners & associates for specialist advice & help."*

- David .  
Business Support Adviser

### The Results

The company increased it's FTE number from 5 to 15 resulting in the diverse and talented workforce that they required. Their turnover also increased exponentially to a point beyond their expectations.

