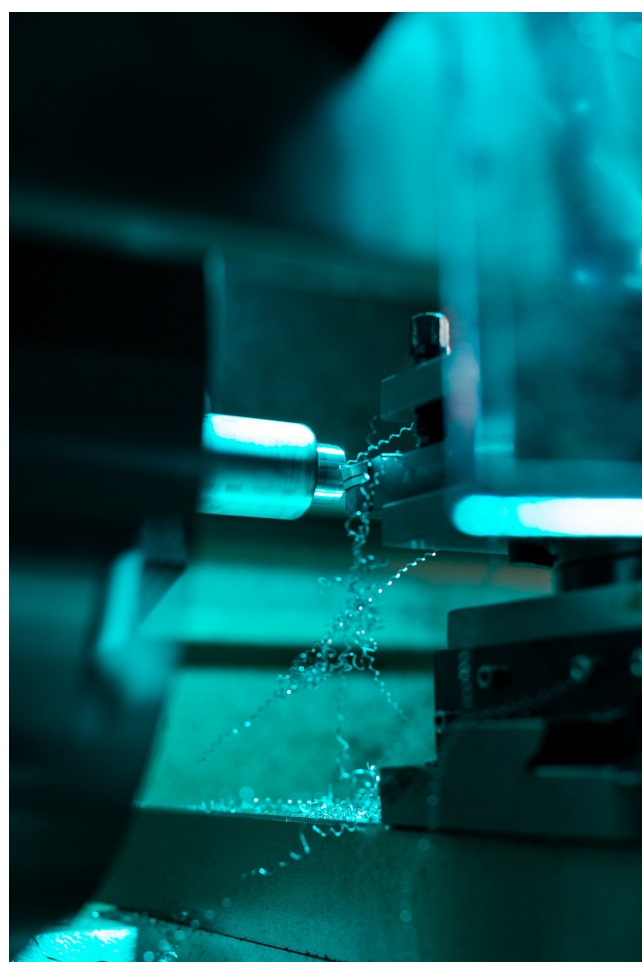


# Case Study: Client 7 Engineering



## Client Name

Industry: South East  
 Location: Engineering  
 Size: Small

### Company Bio

An engineering company based in the South East of England.

*"Our Business Adviser could have been available every day & they were just indispensable. We've had a great deal of support; when we've asked, it's been there, and we'll continue to use the service"*

## Overview

The client, in the engineering sector, is based in the South East of England. The company began trading in 2017 and had begun accessing Start and Grow services prior to trading. This was the only support accessed by the company, and now, after 3 and a half years of trading the company has seen “exponential growth” and in relation to the Covid-19 crisis, have managed to survive and continue a pattern of growth.



## The Challenge

The main objective of the company’s involvement with Start and Grow was to help initially with the financial side of the business and to access financial advice and appropriate start-up loans. This came through the local Business Adviser in mostly face-to-face sessions. The client was very satisfied by how accessible, effective and relevant this support was. The company noted that whilst the advisor was not from an engineering background, this was not deemed a disadvantage as the sector was the client's “thing” and the general support regarding finance was of greater benefit.

## The Approach

The client was appointed a dedicated Business Adviser that delivered intensive 1:1 coaching and mentoring sessions. The business was signposted to relevant support in the start-up arena and a schedule of workshops and webinars that they could benefit from.

*"As a Business Support Agency we work very closely with all the business banks and start-up loan agencies. We are therefore able to effect an introduction to multiple agencies, allowing the client to choose the most beneficial provider."*

- Andy.  
 Business Adviser

## The Solution

- The client was able to benefit from the following support:-
- Business Support including Business Modelling & Planning
  - Start-up loan support
  - Financial Advice
  - Signposting and networking

## The Results

Key results for this Start & Grow client in the engineering sector included increased turnover and an increase in the number of FTE employed.

