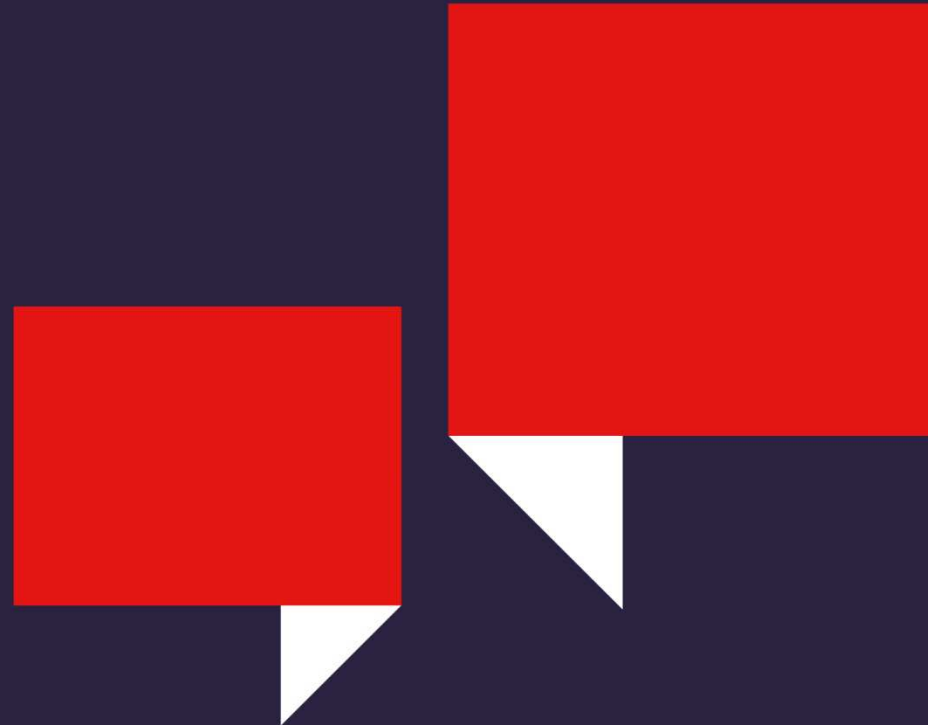


**BUSINESS  
GROWTH  
SERVICE**

# Local Information Report – Quarter 1

Lancashire

Data as of 30 June 2015



# Introduction

# Introduction

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The Business Growth Service is a government-backed service offering support to businesses with the potential to improve and grow. We can help businesses to achieve their goals by identifying barriers to growth and providing tailored support that fits their needs. This support includes coaching, consultancy, mentoring, access to finance and export advice.

As we seek to support some of England's fastest growing and most ambitious businesses, we see stakeholders like yourselves as a vital part of the process. By working together we think we will be better placed to achieve our shared objective of driving economic growth.

The purpose of these information reports is to provide you with local insight about the businesses that we are engaging with in your local area. The hope is that this intelligence will support conversations and facilitate joint working.

This first report looks back on the last 3 years of delivery of GrowthAccelerator and the Manufacturing Advisory Service in your area and the businesses we engaged with as part of that. The second report – which will follow shortly – will focus on the businesses engaged with during the first two quarters of delivery of the Business Growth Service.

This report has been prepared by the Growth Observatory, the Business Growth Service's analytics and insight team.

# BUSINESS GROWTH SERVICE

## PRODUCT OVERVIEW

The Business Growth Service helps businesses with the right level of ambition, capability and capacity to improve and grow. Bringing together a broad range of expertise, we work with businesses to identify and overcome their barriers to growth, supporting them to fulfil their growth potential. The service brings products from the Manufacturing Advisory Service (MAS) and Growth Accelerator, along with Intellectual Property Office's IP Audits and Design Intensive support from the Design Council together into a single service. Export support is provided by UK Trade & Investment (UKTI) and UK Export Finance (UKEF), and the service is closely linked to Innovate UK, the British Business Bank and local growth hubs.

### BUSINESS DEVELOPMENT COACHING

Business Development Coaching equips businesses to successfully implement high growth strategies. Coaches support businesses in developing and executing their vision/growth strategy by building the capability of the management team.



### ACCESS TO FINANCE

Access to Finance helps companies develop a finance strategy, focusing on current financial arrangements and providing advice on the various types and sources of finance for growth available in the UK. It educates businesses on the processes behind securing finance, the mindset of different funding providers and how best to use finance for business growth.



### GROWTH THROUGH INNOVATION

Growth Through Innovation (GTI) helps businesses grow through new products, services or business models in both existing and new markets. Bespoke coaching focuses on the development and implementation of new product and market strategies.



### LEADERSHIP & MANAGEMENT

Leadership & Management training is aimed at improving the skills and capabilities of managers. It identifies skill gaps in management team, which it addresses with training that will help the management team to realise maximum growth potential for the business.



### INTELLECTUAL PROPERTY AUDIT



Available through GTI, an Intellectual Property (IP) Audit connects businesses with good quality guidance and services to maximise the value of their IP assets and deploy them into their wider business strategy.

### DESIGN MENTORING



Accessible through, but not dependent on, GTI, Design Mentoring provides coaching and hands-on practical guidance to develop a business's capability to use and manage design both effectively and profitably. Design Mentoring can work with a business to identify and tackle specific design project to drive their growth ambition.

### EXPORTING

Export advice and expertise is provided by UK Trade and Investment (UKTI) and UK Export Finance (UKEF) to help ensure success within international markets.

UKTI provide bespoke packages for first-time exporters and businesses looking to grow their exporting capabilities.

UKEF help UK exporters maximise the opportunity to do more business overseas by providing guarantee, insurance and advice.



### MANUFACTURING STRATEGY

Manufacturing Strategy provides hands-on consulting support to help manufacturers develop a strategy covering the medium to long term. Companies gain the opportunity to create an ambitious yet achievable action plan that is focused on clear targets and recognizes the role of continuous improvement.



### MANUFACTURING INNOVATION

Manufacturing innovation provides manufacturers with hands-on consulting support to develop and introduce new products through existing teams or third parties. Support covers patents and IP, design, training, testing and accreditation.



### MANUFACTURING EFFICIENCY

Manufacturing Efficiency provides hands-on consulting support for manufacturers to identify the obstacles that are limiting business performance. It provides tools and expertise to facilitate the reduction of waste and transformation of efficiency and profitability - often referred to as lean manufacturing.



### MANUFACTURING SUPPLY CHAINS

Manufacturing Supply Chains supports businesses by connecting them with new and emerging supply chain opportunities, working closely with potential large enterprise buyers of advanced manufacturing services and products in order to understand their supplier needs. Facilitation of production in, or back to, the UK (reshoring) is also included.



### WORKING TOGETHER

The Business Growth Service is committed to building strong, lasting relationships with other organisations dedicated to business growth. We're looking to align with organisations who have a shared aspiration to help businesses grow and who offer a service or product that is of value and interest to our Business Growth Service clients.

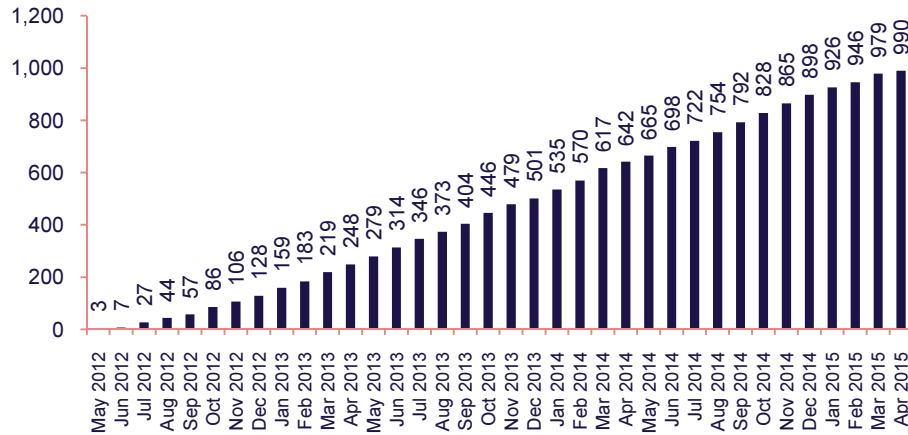


**GrowthAccelerator  
2012 – 2015**

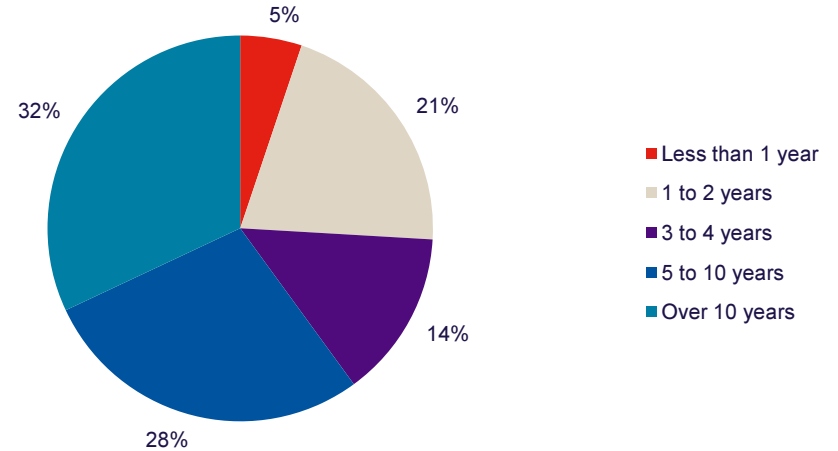
**Lancashire**

# GrowthAccelerator Statistics

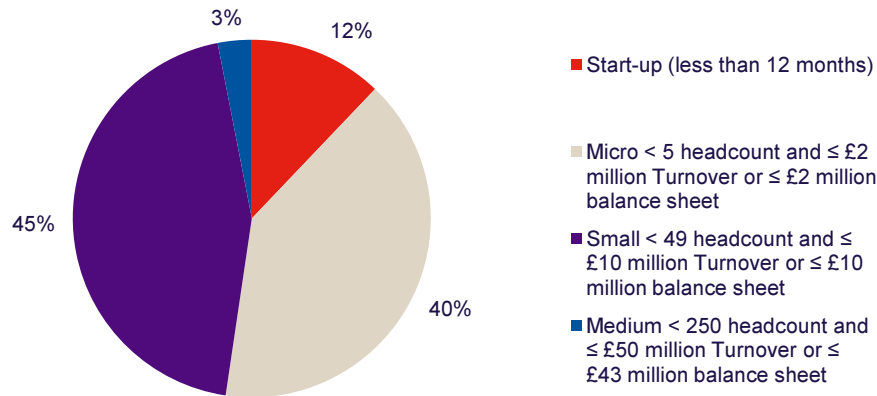
Cumulative Total Signed Contracts



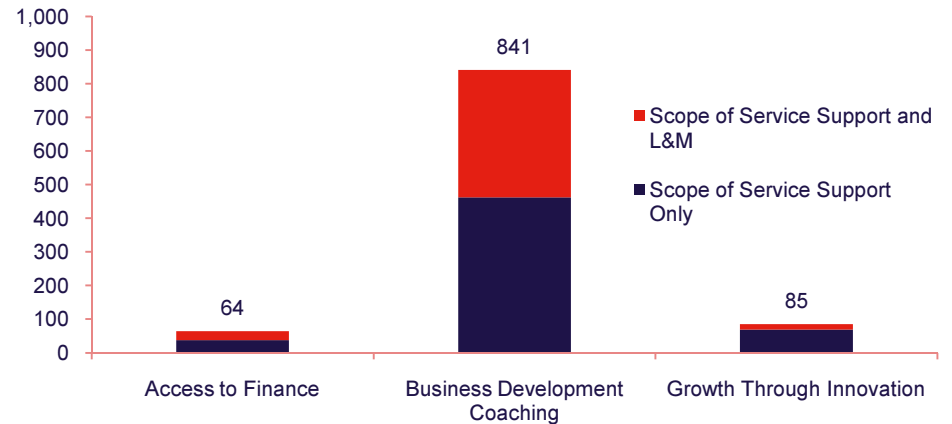
Company Age Bands



Company Category

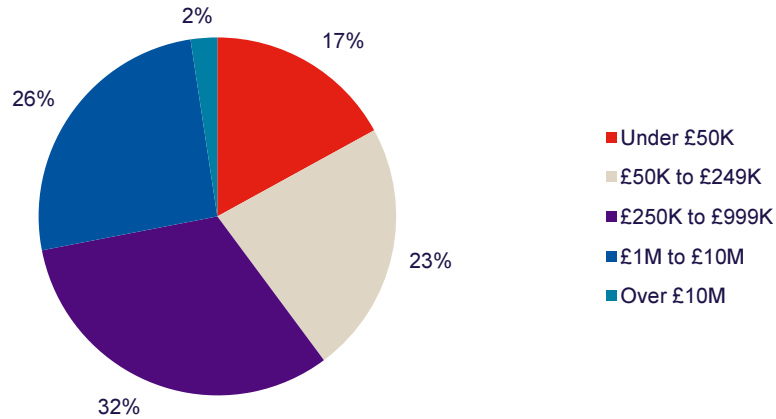


Workstream Combinations

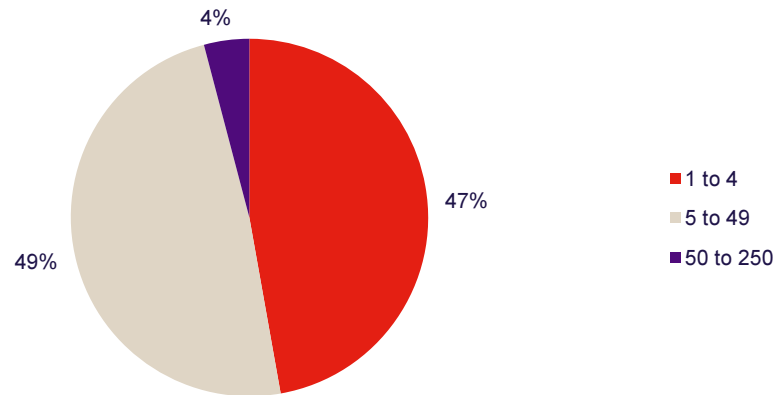


# Other GrowthAccelerator statistics

**Company Turnover Bands**



**Company Employee bands**



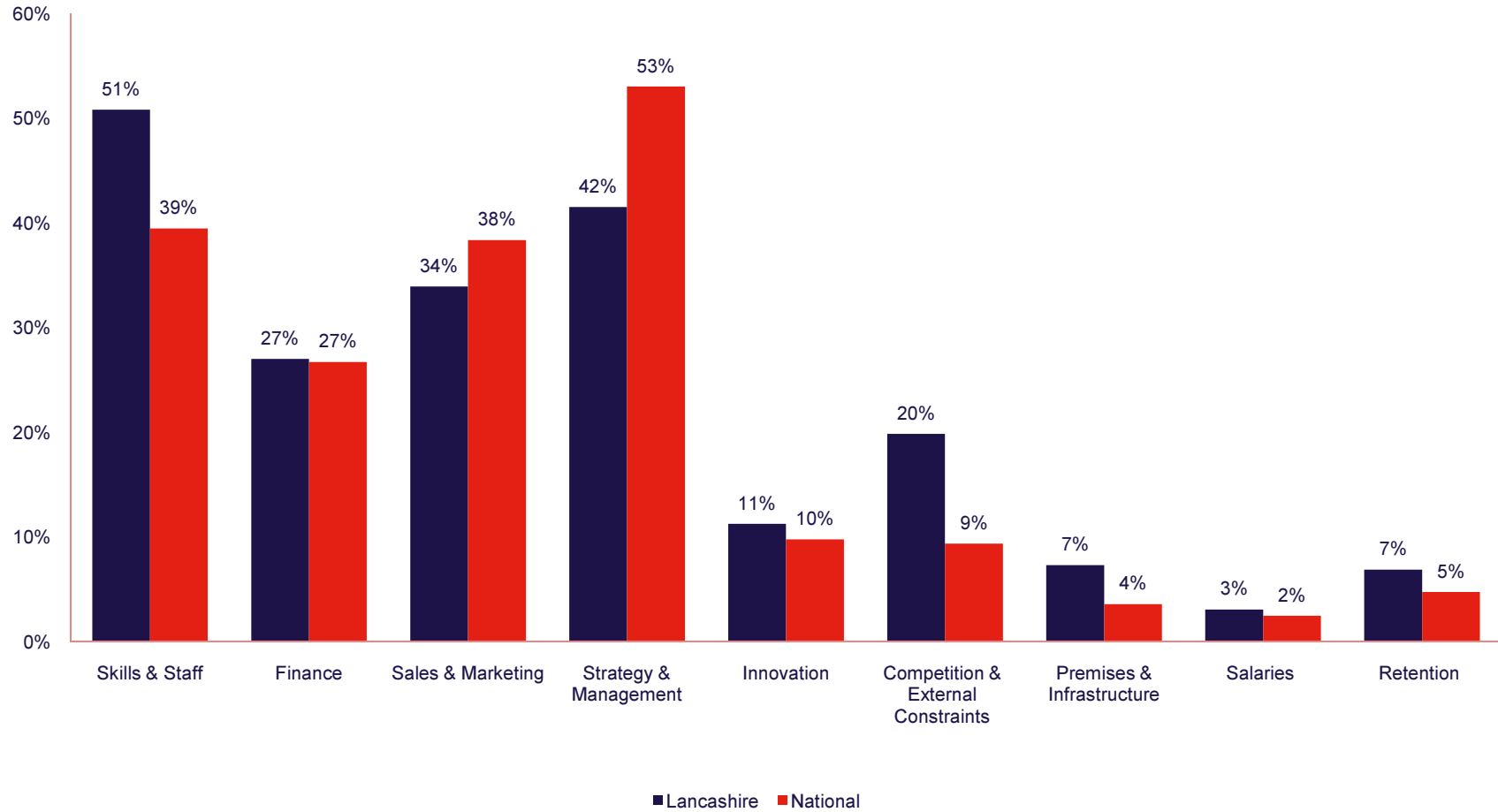
Top Industries	Percentage
Manufacturing	9.8%
Retail	7.1%
Business services	6.5%
IT	5.2%
Food and drink	4.0%
Construction	3.9%
Healthcare	3.6%
Professional Services	3.5%
Engineering	3.3%
Accountancy	2.9%

**Barriers/  
Opportunities to  
Growth (Sample  
Survey of  
Growth Accelerator  
Participants)**



# Barriers To Growth

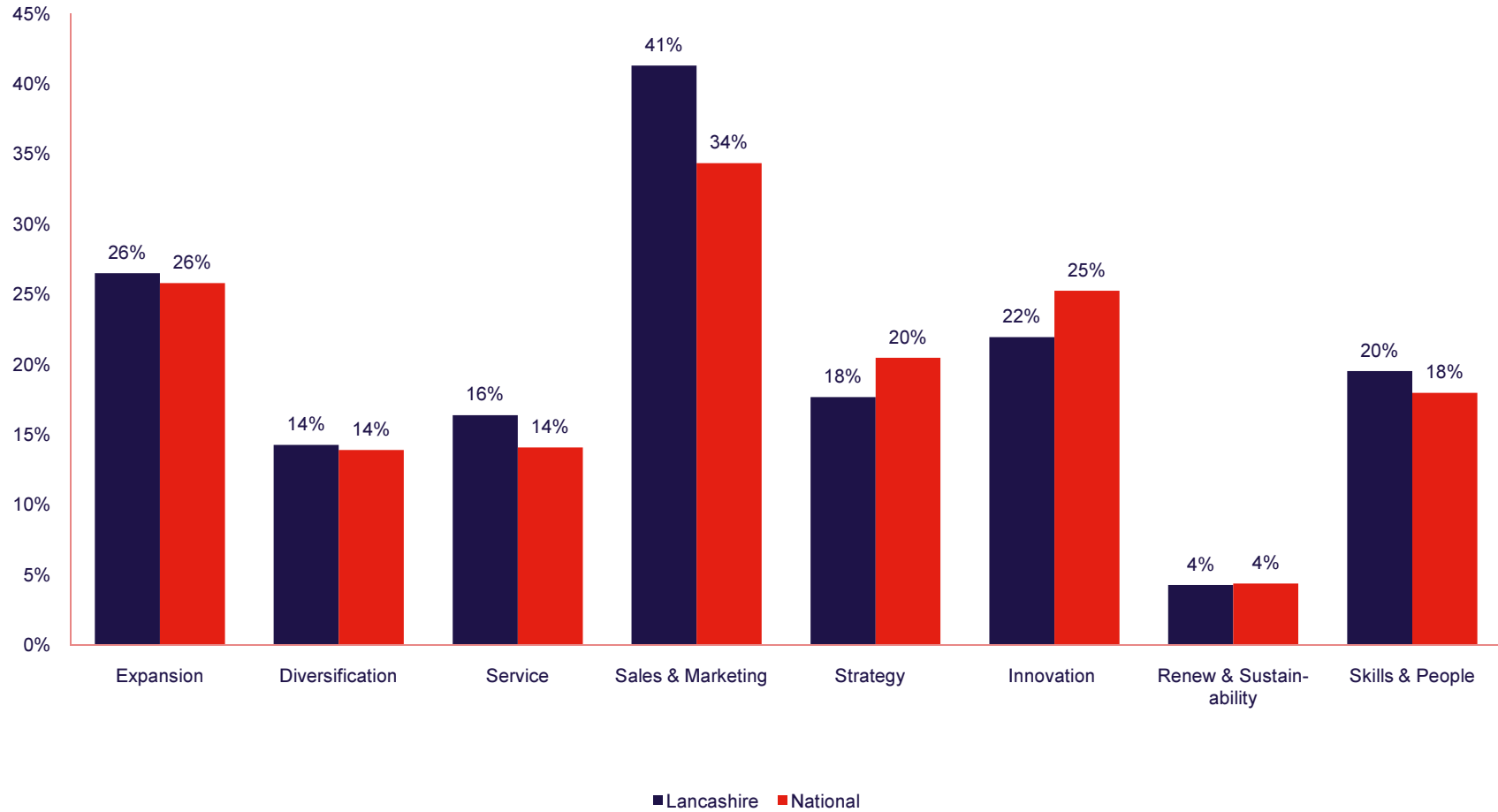
Lancashire & National Barriers to Growth



# Big Ideas to Growth

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Lancashire & National Big Ideas to Drive Growth



# Barriers To Growth by Size

Lancashire & Barriers to Growth



# Big Ideas To Growth by Size

Lancashire & Big Ideas to Growth

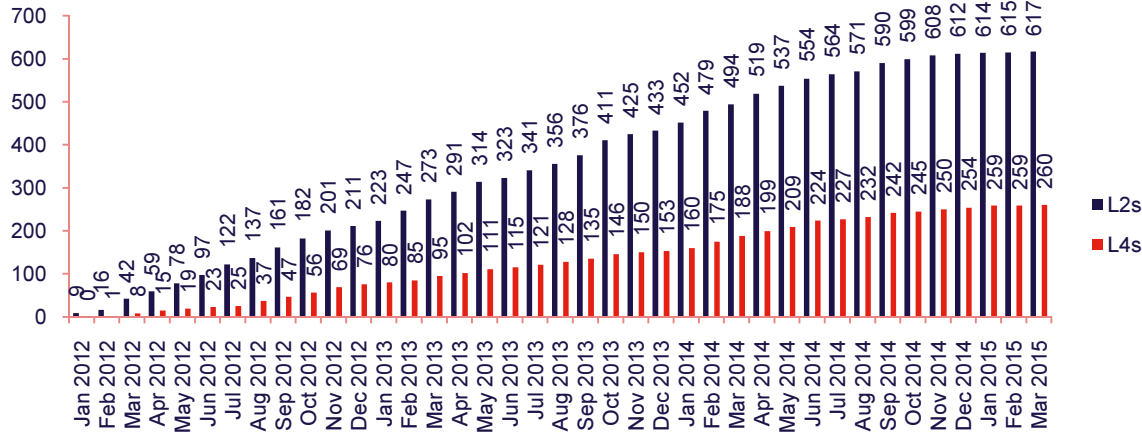


**Manufacturing  
Advisory Service  
2012 – 2015**

**Lancashire**

# MAS statistics

Cumulative Total unique companies delivered L2/L4

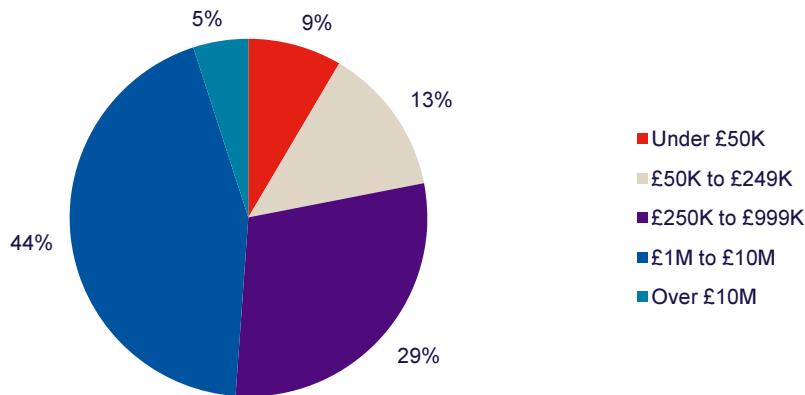


## Description:

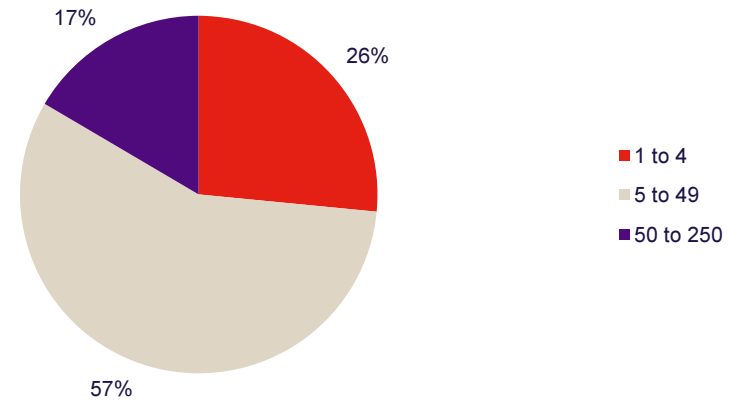
L2 – A review/diagnostic undertaken by a MAS advisor

L4 – An intervention whereby a project is delivered to a business by a consultant

Company Turnover Bands



Company Employee Bands

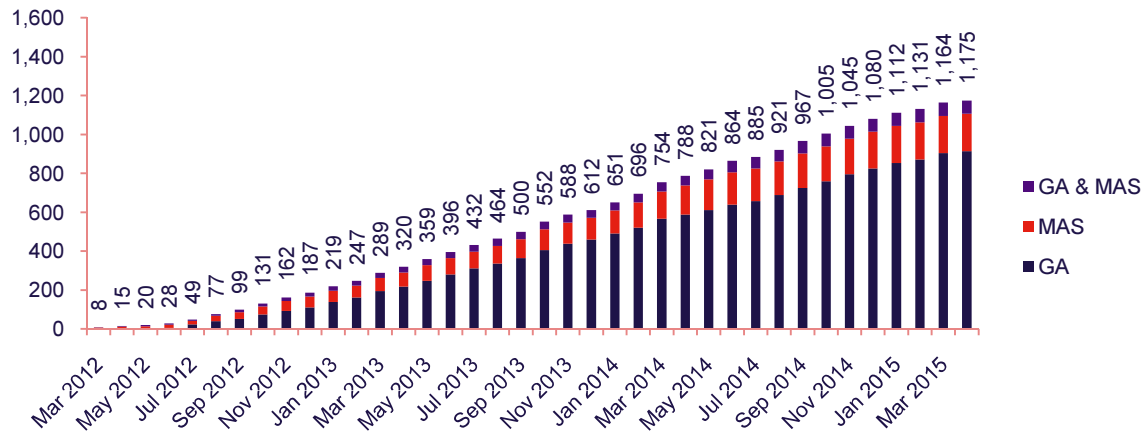


**Business Growth  
Service  
2012 -2015**

**Lancashire**

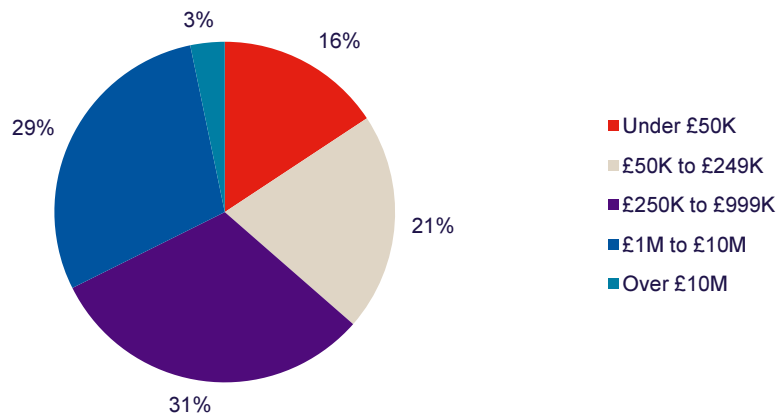
# GA & MAS statistics (Combined)

Cumulative Total Signed Contracts

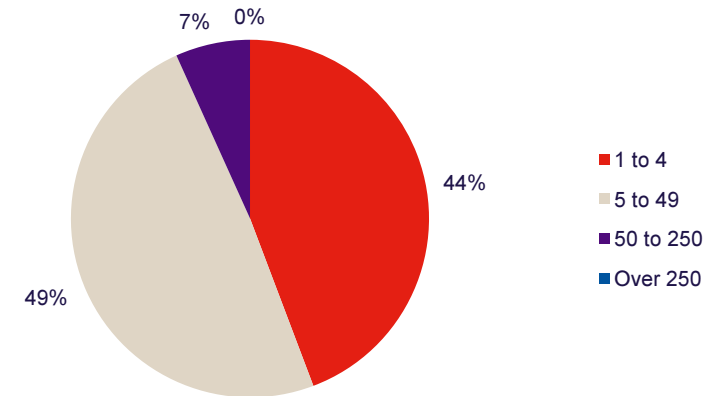


This slide shows the local engagement to businesses located in the Lancashire area across the GrowthAccelerator and MAS services.

Company Turnover Bands



Company Employee Bands





# Next steps

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We hope that you have found this data of use. If you would like to discuss the findings or their implications please do get in contact.

As noted this is the first of a number of local insight reports that the Growth Observatory will be preparing. In order to maximise the value of these we would very much like to discuss what data is of most value to you and how best we can work together to identify and support suitable businesses.

**BUSINESS  
GROWTH  
SERVICE**

