



East of England Development Agency



## The ideas exchange – redefining profit in the 21<sup>st</sup> century

6 November 2008

### Exhibitors

#### Anglia Ruskin University

3rd Sector Futures is Anglia Ruskin University's initiative for engagement with charities, co-operatives, social enterprises and voluntary organisations. Based in the Ashcroft International Business School, we offer a range of innovative learning programmes, primarily short courses focussing on leadership, management and business skills such as finance, marketing, and strategic planning. We also conduct research, from project evaluations to major surveys of the sector, and provide consultancy, often as part of the Business Link/ Social Enterprise East of England voucher scheme. There are many other ways Anglia Ruskin can help your 3rd Sector organisation: student placements, knowledge transfer projects, getting volunteers.



#### 3rd Sector Futures

learning • research • consultancy



Visit [www.3rdsectorfutures.co.uk](http://www.3rdsectorfutures.co.uk) for more information.

#### BizGrowthEast

From start-ups to established businesses looking to grow, BizGrowth East will open the door to all the advice, support and funding you need.

Whether you are working on an idea or are already growing your company, we will provide you with a simple pathway to the support and training that you need to improve your chances of success, whether it's advice or funding.



We'll hook you up with the right people to meet your needs and you'll make some invaluable connections along the way - with fellow entrepreneurs, mentors, investors and other EEDA partner organisations.

Visit [www.bizgrowtheast.com](http://www.bizgrowtheast.com) for more information

#### Business Link

Business Link - The place to go for business support. Whether you are already running or growing a business or just starting out, Business Link is the place to go.

All our support is independent and impartial, and most services are provided free of charge.

For information, practical advice and support to help you run or grow your business Business Link is the place to go.

Visit [www.businesslinkeast.org.uk](http://www.businesslinkeast.org.uk) for more information.





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### East of England International

East of England International delivers UK Trade and Investment services and supports regional businesses seeking to win a share of the global market. We also give free and confidential help to overseas-owned companies setting up or expanding in the UK.

Visit [www.eei-online.com](http://www.eei-online.com) for more information.



Delivering UK Trade & Investment services in the region

### Eastex

Eastex provides businesses and other organisations with an innovative waste resource.

The tool actively exploits the principle that one organisation's waste is another's raw material – by automatically matching these parties via the internet, unwanted materials can be passed on or sourced efficiently - either once or as an ongoing arrangement.

There are staff based in each of the region's counties to assist you and your organisation to make the very most of the exchange. Throughout the region, Eastex coordinators have helped organisations save over £1.5 million on waste disposal and procurement costs - giving others access to over ten thousand tonnes of valuable goods that would otherwise end up in landfill. Your business can use this free resource to find free or cheaper sources of raw materials or equipment from anywhere in the region, to reduce expenditure on waste disposal and to improve your environmental and social performance.

Visit [www.eastex.org.uk](http://www.eastex.org.uk) for more information.



### The East of England Skills and Competitiveness Partnership

EESCP consists of around 50 public and private sector organisations across the region, including voluntary and community interests.

The Partnership exists to:

- coordinate the delivery of skills training and development
- simplify access to support for employers
- promote welfare to work
- emphasise the strong link between skills and business competitiveness - essential to economic growth.

Visit [www.eescp.org.uk](http://www.eescp.org.uk) for more information.





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### **Enterprising Women**

The EEDA funded Enterprising Women programme has set a new benchmark for best practice in women's enterprise support delivery. From part-time social enterprise to high growth science and technology, and from pre-start to established business, the unique and highly innovative approach has generated massive participation. The community is now nearly 4,000 strong.

Enterprising women are supported with training at all stages of growth, through promotion of their businesses, and through regular news, a collaborative events calendar, business and information resources and much more. This is reinforced with face-to-face events to build real relationships and business alliances.

To date, Enterprising Women have helped create over 230 new jobs and businesses in the East of England, and assisted 1,900 women and their businesses to improve their skills and performance.

Visit [www.enterprising-women.org](http://www.enterprising-women.org) for more information.



### **Federation of Small Businesses**

With over 215,000 members nationally, who employ 2.5 million people, the FSB is the largest organisation representing the interests of the self employed and those who run their own businesses.

We lobby at European, national, regional and local levels on small business issues and provide a wide range of benefits to our members.

Within the East of England we have over 18,500 members covering a wide range of business activities.

To find out more contact:-

David Burch – East of England Policy Manager – Tel: 01787 882469 or email [david.burch@fsb.org.uk](mailto:david.burch@fsb.org.uk)

Visit [www.fsb.org.uk](http://www.fsb.org.uk) for more information.



### **Finance for Innovation**

Does your business need funding to grow? If so the financial support available within the East of England Development Agency's (EEDA) Access to Finance portfolio may provide the answer.

The finance products offer a raft of funding options for the ambitious and visionary entrepreneur.

Visit [www.eeda.org.uk/financeforinnovation](http://www.eeda.org.uk/financeforinnovation) for more information.



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**i10** – The East of England universities supporting your business growth

i10 is a collaboration of the twelve universities in the East of England. i10 works with businesses interested in benefiting from the wealth of expertise, innovation, resources and graduates at each of these universities. For more information about i10, telephone 0845 234 2314 or email [info@i10.org.uk](mailto:info@i10.org.uk)



Visit [www.i10.org.uk](http://www.i10.org.uk) for more information.

### **Jobcentre Plus**

Jobcentre Plus Local Employer Partnerships (LEPs) aim to get a quarter of a million priority customers into work by the end of 2010. They're based on a simple deal: we get our customers ready for work and employers with vacancies give them a fair shot at the jobs.

Jobcentre Plus also offers employers a vacancy advertising service with a dedicated local office recruitment adviser who can assist with recruitment services.



Visit [www.jobcentreplus.gov.uk](http://www.jobcentreplus.gov.uk) for more information.

### **MAS East**

The East of England Manufacturing Advisory Service (MAS East) is jointly funded by the Department for Business, Enterprise and Regulatory Reform and EEDA, providing manufacturing businesses with expert advice through hands-on support, training and events.

MAS East delivers significant measurable improvements to businesses by helping them improve their performance and productivity.

MAS East offers the following services, supported by fully qualified manufacturing professionals:

- one-day fully funded diagnostic and advisory visit
- subsidised support
- referrals to technology or industry organisations
- access to an expert help line and web service
- information on regional events.

To discuss how we can help your organisation, please call 0845 300 4443 or send an e-mail to [info@mas-east.org.uk](mailto:info@mas-east.org.uk)

Visit [www.mas-east.org.uk](http://www.mas-east.org.uk) for more information.





### **Social Enterprise East of England**

Social Enterprise East of England (SEEE) is a membership and networking organisation for social enterprises and other organisations. We also have a strategic influence on national, regional and local policy relating to social enterprise.

Social enterprises are businesses with social, environmental and financial objectives – a triple bottom line. SEEE aims to support and promote the sector as a valuable part of the region's economy with significant social impact.

With a membership which includes support organisations and statutory bodies, as well as social enterprises themselves, we are the primary source of knowledge and information about social enterprise in the region.

Visit [www.seee.co.uk](http://www.seee.co.uk) for more information.



### **The Paper Trail**

Hertfordshire-based charity The Paper Trail was chosen as the East of England's winner of Enterprising Britain 2007 due to its success in transforming disused industrial buildings and an historic manufacturing business into a self-financing education, business and heritage centre.

The project is based at two locations in Apsley, Hertfordshire – Frogmore Mill, a working Victorian heritage paper mill, and the grounds of the former John Dickinson Stationery Company. Built on a business model with charitable aims, it optimises the use of the charity's assets, its buildings, heritage papermaking equipment and staff skills. Through these assets it offers a wide range of opportunities and income generated activities including the heritage centre, recycled papermaking, schools enterprise and recycling projects, conferencing facilities, training courses, and innovation centre and work spaces specifically for start up businesses.

This enterprising rescue package not only saved an important part of Britain's industrial heritage, but also sparked an economic revival in the surrounding area.

Visit [www.thepapertrail.org.uk](http://www.thepapertrail.org.uk) for more information.



**THE PAPER TRAIL**



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### **Workwise**

Workwise was established in 1985 and is now a leading provider of specialist training and employment opportunities throughout Suffolk within a realistic working environment.

Workwise was registered as a company in 2000, and for the past three years we have been developing social enterprises offering employment opportunities to our client group. Worklink Employability department has been running for eight years supporting and helping people with mental health issues get back into the workplace and offers job retention to assist them maintain their job.



In the last two years whilst running a project for the LSC we have seen over 200 clients offering employment advice, guidance and support. Workwise was one of the pilot organisations for the REALISE Project which ran in Suffolk for two years for emerging social enterprises. We also run accredited training courses in a range of departments including CAD/CAM, furniture making, Textiles, IT & Business Administration.

Visit [www.workwise.org.uk](http://www.workwise.org.uk) for more information.

**Produced In Norfolk (PIN)** is a social enterprise promoting, encouraging and supporting local artisan producers creating art craft and food products in Norfolk. PIN works successfully to open new markets for rural producers and last year were finalists in the EDP Tourism awards for The Best Industry Supplier

Recognising the value of a Norfolk only brand, it was the first business to hold an all Norfolk trade show opening up lucrative markets for producers with local independent retailers, It has also achieved success in getting more genuinely Norfolk food used by local colleges and designers have also obtained valuable commissions thanks to PIN.

With over 130 members, all of whom are regularly inspected, PIN facilitates networks, strengthens links between businesses and communities and forms partnerships to encourage entrepreneurs and start-up businesses.

PIN's free annual full colour brochure promotes local producers and underlines the important benefits of local sourcing.

Visit [www.producedinnorfolk.com](http://www.producedinnorfolk.com) for more information.



Produced In Norfolk



### **takeITon**

TakeITon is a major initiative, funded by EEDA, to boost the productivity of businesses through improved use of IT.

The takeITon campaign will see a package of practical and financial support measures delivered to businesses including the provision of specialist Business Link IT advisers and the takeITon Business IT Guide.

Visit [www.takeITon.org.uk](http://www.takeITon.org.uk) for more information.

# takeITon.

### **Train to Gain**

Train to Gain is a government-funded initiative, helping businesses improve their productivity and competitiveness by ensuring staff have the right skills to do the best job.

Initially your local Train to Gain Broker can visit you free of charge to undertake a skills assessment on your business. They can help you source the training you need to take your businesses forward and potential government funding that may be available.

Train to Gain services encompass all of the training needs within your business, from basic numeracy and literacy skills right through to leadership and management training for senior managers and directors, some of which may be either fully or part-funded.

For free information and advice about the wide range of opportunities available to you through Train to Gain, please contact us on 0845 600 5024, email [info@ttgbroker.com](mailto:info@ttgbroker.com)

Visit [www.traintogain.gov.uk](http://www.traintogain.gov.uk) for more information.

