

# Business Growth Service - Case Study



## Background

At RfM Business Consulting we work with owners and managers to assist businesses as they embark on a growth track.

Our consultants have over 30 years' experience of delivering transformative change across a broad range of industry sectors. We work with companies operating across the North West of England as well as outside the region.

A recent client who has benefitted from our expertise is a service provider based in Lancashire but with a growing number of offices across the North West.

## The process

At the outset, our key focus was to understand what the company was looking to achieve, how they currently operated, who their competitors were and what it was about the business that was different to their competitors in their sector.

RfM Business Consulting then worked with the company to help identify the changes and improvements needed to meet their business aims.

A business case was created that identified the programme of work required and the associated costs and benefits. From this plan we could see that, if successful, the company would be responsible for creating a significant number of jobs in the region. We used this insight to create an application for matched funding available from various development funds, and so reduced the total cost of the programme of work to the company.

## The outcome

Over a period of several months, RfM Business Consulting worked closely with the business implement the recommended programme of change and improvements.

The process led to a repositioning of the company as a full-service provider within the sector – establishing a clearly differentiated and disruptive position in the local market.

**We can help you plan for growth and make it happen**

**Are you looking to grow your business?**

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**Do you need help in defining what the growth will look like?**

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**Will you be creating new jobs locally?**

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**Do you want to attract subsidy funding to support your growth?**

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**Do you need support to produce Implementation Plans and applications for funding?**

**To find out more**

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