

# Emergence. Rebuild. Grow.

Supporting East  
Renfrewshire businesses  
when it matters most

Connect with us



## Starting or growing a business in East Renfrewshire?

The COVID pandemic has brought untold challenges for businesses across the country. Business Gateway is committed to ensuring that we continue to offer whatever support is required throughout this challenging period.

We will continue to offer a wealth of support to people wishing to start their own business, but remain fully aware of the pressing need to help existing businesses at this time, whatever their challenges may be.

# All of our free support is tailored to your business



1:1 Advisers



Specialist Support



Marketing



Financial Planning



Business Strategy



Risk Assessment



# Webinar Programme

Whether you are now rebuilding, diversifying or developing or even thinking about starting a business, we can help you along the way.

Here are a few of the webinars we offer – for a full list of events, including times and dates, please visit:

**[bgateway.com/local-offices/  
east-renfrewshire/events](http://bgateway.com/local-offices/east-renfrewshire/events)**

# 1. Emerge

These online workshops will focus on supporting your business in its early stages, looking at the things you should be thinking about from the beginning and how to go about actioning them from the get-go.

## INNOVATION

### **Adapting your business model**

In these challenging times, many businesses will be forced to rethink their processes and develop new products and services to meet customer needs. This webinar will provide a framework which will allow you to review your current business model. Furthermore, it will consider options for adapting the model to develop and deliver compelling propositions to your customers as you emerge from lockdown.

**Tuesday 18th August, 10.30 – 12.00**

## STRATEGY

### **Developing a strategic approach to emerging from lockdown**

The new economic landscape means businesses need to review every aspect of themselves to make sure they are ready to get back to it. In this online workshop, we will look at a structure for strategic thinking that will allow you to step back, take a look at your business and identify the areas where change is needed and where it is not.

**Tuesday 25th August, 10.30 – 12.00**

## FINANCE

### **How to manage your business' money as it emerges**

As businesses exit lockdown monitoring cashflow will be key. In this online workshop, we will look at how best to approach your financial management, so your business is in a robust financial position for the journey ahead.

**Tuesday 1st September, 10.30 – 12.00**

## 2. Rebuild

These online workshops will focus on supporting your business as it rebuilds, focusing on the things you should be thinking about and actioning over the next 6-12 months.

### INNOVATION

#### **Finding the silver lining**

We all know the proverbial saying “every cloud has a silver lining”, and let’s hope that is true in today’s challenging times. Many of us are feeling worried and unsure about whether our businesses will survive and what the future looks like. “Finding the silver lining” is all about finding the good that may come out of these dark days. Focusing on our customers’ changing needs and success stories, old and new, will help participants learn from others to hopefully find a silver lining of their own.

**Tuesday 8th September, 10.30 – 12.00**

### STRATEGY

#### **Developing a marketing strategy to help your business rebuild post lockdown**

In these challenging times, many businesses will be forced to rethink their processes and develop new products and services to meet customer needs.

**Tuesday 15th September, 10.30 – 12.00**

### FINANCE

#### **Planning your business’s finances for an uncertain future**

By this time next year we will not have the ability to use 2020 as a benchmark for future forecasts. Therefore, we will need to start our business planning and financial forecasting from a fresh perspective to adapt to a future which is constantly changing. Join this course to learn how to write a business plan which is flexible and able to develop in the face of change.

**Tuesday 22nd September, 10.30 – 12.00**

## 3. Grow

These online workshops will focus on supporting your business as you consider how it will grow and develop in the medium term. Each workshop will focus on the things you should be thinking about and actioning over the next 3-5 years.

### INNOVATION

#### Developing products & service your customers will love

Are you finding it hard to stand out from the crowd in your market?  
Have you grown your business organically but are not sure where to go next?  
Are you surrounded by opportunities but are unclear which to pursue and which to ignore? If you answered "yes" to any or all of these questions, then this online workshop is for you. The aim of the session is to explain how to identify what it is your customers truly value, how to validate these and decide which (if any) to pursue in order to help you create products or services that will delight them.

**Tuesday 29th September, 10.30 – 12.00**

### STRATEGY

#### A structured approach to growing your business

There are thousands of different models for how businesses grow, which can make the whole process overwhelming. In this online workshop, we will look at one model that has been proven to be hugely effective in helping businesses identify their growth options and identifying those which are best aligned to their opportunities and aspirations.

**Tuesday 6th October, 10.30 – 12.00**

### FINANCE

#### Funding medium to long-term growth

This online workshop is aimed at businesses who wish to grow after lockdown. We will consider and explore funding options and look at reviewing the current funding arrangements. There may be businesses who want to explore what alternative funding sources may be available, including crowdfunding. To fund growth you must be investment-ready by having the business as well your business plan in good order to approach funders.

**Tuesday 13th October, 10.30 – 12.00**

# Don't just take our word for it. Meet our client, Speedy Freight.

Speedy Freight Glasgow, over its short period, has grown in turnover, services and staffing from its early days when Damian purchased the original franchise. Through building great relationships with clients and the wider franchiser, he has developed one of the fastest growing freight businesses in Glasgow.

With a passion for supporting the client, Damian has shown how in a very competitive sector you can make the difference and attract very prominent clients.



The support we  
have provided  
Speedy Freight:

- ✓ O365 training and support
- ✓ Access to funding
- ✓ Marketing support and opportunities
- ✓ Employability

Colin McNally,  
Business Gateway Adviser





# Welcome to Speedy Freight Glasgow



The support I have received from Business Gateway over the past six years has been invaluable in getting Speedy Freight Glasgow established in East Renfrewshire. I am very grateful for the initial mentoring with my business plan and the signposting towards grants for IT equipment and other start-up costs.



**Damian Pacitti**  
Speedy Freight

## Connect with us to help your business emerge, rebuild and grow.



Call  
0141 530 2407



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