

here to help

Fully funded Consultancy Support



“Business Gateway has played a valuable role in the development of AquaTitans. The one-to-one advice and encouragement pushed us to think wider about growth and opportunities we might not otherwise have considered.”

**AquaTitans,
Cumbernauld**



Expert Support for Growing Businesses

Our **Expert Help** programme provides up to 5 days of fully funded consultancy support, designed to help ambitious Lanarkshire-based businesses overcome challenges and unlock new opportunities - at no cost, just your time and commitment.

Who is expert help for?

- Businesses based in North or South Lanarkshire
- Small and medium-sized enterprises (SMEs)

Benefits to your business

- Up to 5 days of fully funded consultancy from experienced experts
- Tailored, one-to-one advice focused on your business needs
- Support to tackle challenges or achieve growth opportunities
- Expertise across key areas
- Fresh perspective to help you plan, improve, and move forward

Here's what you need to know

- Eligibility criteria apply. There's no cost to your business - just your time and commitment
- It's quick and simple to get started - just have a short chat with a Business Adviser

How to get started

- To find out if you are eligible and connect with the right consultant, speak directly with your Business Adviser or contact us now.



Tailored business support areas include:

- **Business Financial Management**
- **Business Growth and Development**
- **HR, Leadership and Skills**
- **Procurement**
- **Marketing**
- **Information and Digital Technology**
- **Energy efficiency and Net Zero**
- **New Market Opportunities and**
- **Internationalisation**

What can **expert help** do for your business?

01

Business Financial Management

Key areas of support:

- Support on how to plan, organise direct and control financial activities
- Helping businesses to prepare and source funding
- Support and advice on how to improve the financial health of your business including debt management and mitigating rising costs
- Company valuation
- Taxation including R&D Tax Credits

Who it's for:

Lanarkshire businesses looking to get control of finances, improve profitability, or prepare for investment or funding.

What you'll get:

1-2-1 support from a finance consultant focused on the efficient and effective management of business funds. The support will help to equip your business with the financial skills and knowledge to meet your objectives.

What can **expert help** do for your business?

02

Business Growth and Development

Key areas of support:

- Strategic review and forward planning
- Change management support
- Support to develop new and/or improved processes, services and products Support to increase productivity
- Business viability and resilience planning

Who it's for:

Lanarkshire businesses at any stage wanting to develop or pivot their business, or take growth to the next level.

What you'll get:

A business strategist who will help you assess your business, identify areas of improvement, and support the formulation of a plan to help your business reach your strategic goals and objectives. The support will help the development of new processes, products and/or services to affect positive change, increase sales, enter new markets and/or improve productivity.

What can **expert help** do for your business?

03

HR, Leadership and Skills

Key areas of support:

- Support and advice on employment policies and benefits, fair work practices and other HR related queries
- Support and advice for staff recruitment
- Leadership, management and organisational development support
- Training needs analysis, skills plans and training procedures
- Workplace Innovation i.e. culture, communications, productivity and fair work practices

Who it's for:

Lanarkshire businesses building teams, growing leadership capacity, or needing HR guidance.

What you'll get:

Tailored advice from a HR Consultant to provide advice on existing human resource policies and requirements, identification of skills and training needs, support leadership development processes and equip your business with the tools to promote a positive and productive working environment.

What can **expert help** do for your business?

04

Procurement

Key areas of support:

- Bid / Tender support
- Specification writing
- Public procurement regulations
- Private sector procurement approaches
- Social value, sustainability and fair work first
- Contract supplier management support
- Market analysis and understanding

Who it's for:

Lanarkshire businesses looking to win contracts, especially with local authorities or government bodies.

What you'll get:

Procurement specialists who'll help you navigate and compete confidently in procurement processes.

What can **expert help** do for your business?

05

Marketing

Key areas of support:

- Market analysis and identification of key customers
- Support to develop a sales and marketing strategy
- Support with digital marketing including advice on how to market and retail online
- Branding, advertising and promotion
- Content support and copy writing
- Creating video content

Who it's for:

Lanarkshire businesses wanting to attract more customers, boost visibility, or launch new products/services.

What you'll get:

A marketing consultant who will help you build a clear message and get it in front of the right people with a view to increasing sales.

What can **expert help** do for your business?

06

Information and Digital Technology

Key areas of support:

- Analysis of the digital capabilities of a business and identification of improvements in efficiency and productivity
- IT systems and process advice
- Support to increase productivity and efficiencies through automation and artificial intelligence
- Website and app development
- Cyber security

Who it's for:

Lanarkshire businesses ready to improve operations, customer experience, or online presence through digital tools.

What you'll get:

A digital consultant to help you streamline, modernise, or stay secure.

What can **expert help** do for your business?

07

Energy Efficiency and Net Zero

Key areas of support:

- Energy Audits and action plans, including recommendations on Control and Efficiencies
- Low Energy / Sustainable Production Processes
- Waste Management
- Reviews and Planning
- Net Zero Carbon Targets

Who it's for:

Lanarkshire businesses aiming to cut energy costs, improve sustainability, or meet customer/environmental expectations.

What you'll get:

Expert guidance from an experienced consultant to make your business greener - and more efficient.

What can **expert help** do for your business?

08

New Market Opportunities and Internationalisation

Key areas of support:

- Support for Exporting (out with the UK)
- Market Analysis and Development
- Structuring for Internationalisation
- Documentation advice for exporting

Who it's for:

Ambitious Lanarkshire businesses ready to expand into new markets – locally, nationally, or internationally.

What you'll get:

Specialists to support your business to access new geographic markets, including overseas, supporting the opportunity to reach a wider customer base and increase sales.

T.R. AITCHISON ELECTRICIANS



T.R. Aitchison Ltd

T.R. Aitchison Electricians received five days of specialist procurement consultancy to strengthen the company's approach to tendering in the housing maintenance sector.

The result? A streamlined tender library and eight contract wins since accessing Expert Help.

“When Frank and I took over running T.R. Aitchison, we knew we needed support to get the business into a better place to future-proof it. The support we’ve had from Business Gateway has been invaluable and has got us into a great place in a relatively short space of time.”

**Heather Rooney,
Operations Manager
at T.R. Aitchison**

Ready to get expert help?

Speak directly with your Business Adviser or contact us to check your eligibility and be matched with the right consultant.



Scan the QR code, call
01698 520775, or email
lanarkshire@bgateway.com



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Funded by
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