

NBSL funding helps Harlands Accountants LLP growth ambitions

HARLANDS Accountants was established in the early 1980s and have been offering quality accountancy, tax planning, business growth and financial planning services and advice to North East clients for more than 30 years.

Harlands aim to go beyond the traditional accountant relationship by working with each and every client to help them understand the financial requirements of their business that underpin its success, and assist them to ensure that it plays the right part in their lives.

The business has recently restructured following the retirement of its founder, Ian Harland, and is aiming to continue its growth and respond to the fast-changing professional services market.

The company is now entering a new growth phase and has agreed a strategy and action plan to direct and meet its business goals.

The partner management team at Harlands decided that an experienced, independent assessment of the strategy, business plan and the ability of the company to successfully execute the action plan would benefit

the fine-tuning and implementation of Harlands' strategy.

As a consequence Glyn Davison, managing director at Harlands appointed Generate Ventures North LLP (GVN LLP) to provide the required analysis and subsequent business coaching.

Glyn Davison and his management team were looking to complete the evaluation quickly to avoid unnecessary delays in their business growth action plan.

They were aware that NBSL would provide self funding toward such leadership development and business growth initiatives.

Harlands successfully applied for the funding from NBSL and Glyn Davison commented: "The responsiveness from NBSL and the simplicity of the application process meant that the request to NBSL to

support the implementation of our plans fitted into the timescale for selecting a provider.

"It is important for businesses that applications for grant funding do not delay the implementation of business plans.

"Time is money – the NBSL organisation understands this and has geared their processes and

service levels to ensure timely and professional guidance."

Harlands asked GVN LLP to take the company, its strategy and business plans through its CV Score+ commercial review process.

The CV Score+ service includes the commercial benchmarking and analysis of the client company, its business strategy and plans and the ability of the leadership to deliver the required results.

Glyn Davison states: "The GVN LLP critique has already highlighted a number of key factors that have given us food for thought and will improve the practical implementation of our business strategy and plans over the coming months.

"The management team at Harlands appreciates NBSL's help in enabling us to gain the benefit of this critical business review so quickly."

Generate Ventures North LLP is a recognised organisation of business experts with a wealth of experience that deliver impact-driven and quality-monitored improvement coaching, which takes companies from an

acknowledged and accepted base through programmes designed to result in increases in profitability, and company net worth.

Generate have developed a unique approach to understanding and analysing current business performance, identifying the right goals and providing effective coaching that achieves set aims.

Cost-effective commercial benchmarking which will assist in ensuring funding is directed to commercially sound opportunities and applied against achieving commercially linked ongoing milestones.

The coaching process also includes access to a high-growth toolset that

can be adapted to analyse individual business situations and identify the specific actions that will maximise future growth.

GVN LLP are a provider of NBSL's business growth and leadership management development programmes.

NBSL has secured ERDF investment of £2.8m to deliver this type of support to the North East's private sector businesses employing between 1-249 employees.

The ERDF Competitiveness Programme 2007-2013, managed by the Department for Communities and Local Government, is bringing more than £300m into the North East to support innovation, enterprise and business support across the region.

The Leadership and Management Advisory Service will make a major contribution to the ambition of the ERDF Competitiveness Programme

2007-13 by increasing the numbers and survival of business start-ups in the region and increasing business productivity.

For further information on how to access Leadership & Management funding for your business, please contact NBSL on 01670 81222 or apply direct at www.nbsl.org.uk/what-we-do/help-businesses-to-grow



ACTION PLAN Gavin R Form, managing partner at Generate Ventures North LLP, left, with Glyn Davison, managing director of Harland & Co, right