

Valleys Task Force

Entrepreneurship and Delivery

**Busnes | Business
Cymru | Wales**

03000 6 03000
busnescymru.llyw.cymru
businesswales.gov.wales



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**Cronfa Datblygu
Rhanbarthol Ewrop
European Regional
Development Fund**

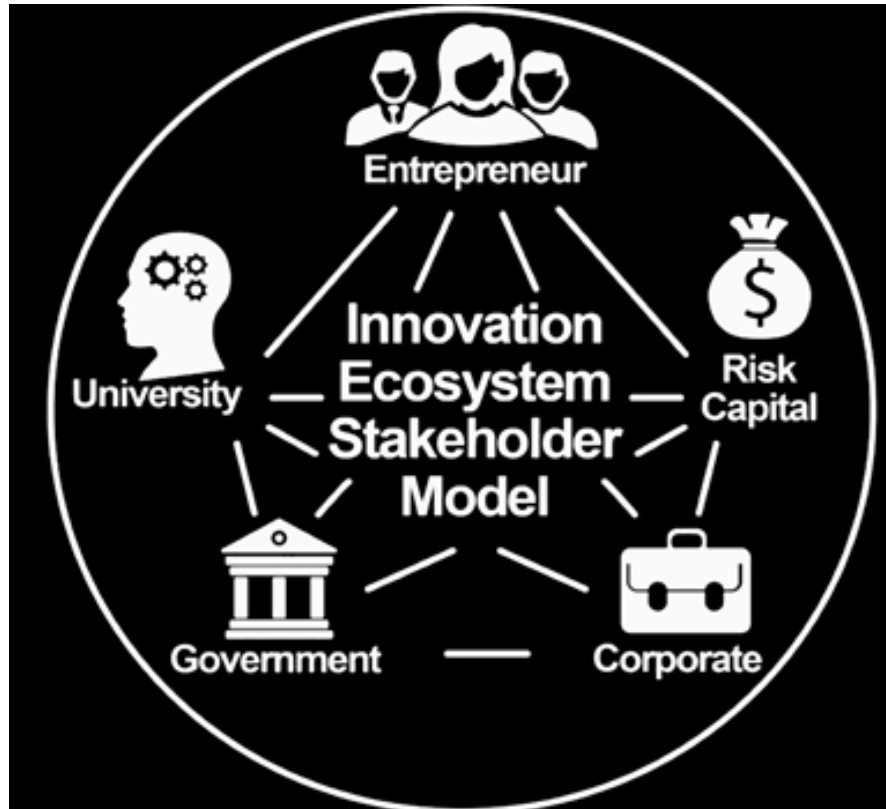
Streamlined Access to Support

Business Wales offers a single point of contact for businesses and entrepreneurs to advice and support from public, private and voluntary sectors, and can be accessed via three main channels:

- Business Wales Helpline – 03000 6 03000
- Single Web platform – www.businesswales.gov.wales
- Through a network of offices located across Wales

Opportunity to streamline support for businesses in the Valleys through the single point of contact.

Entrepreneurship – Joint working and balance



Case studies to prompt discussion

The last Task Force identified the following priorities:

- positive communication and true community engagement;
- increased access to good-quality jobs and increasing employability skills, better integration and co-ordination across public services,
- maximising benefits from structures and organisations working with and in the valleys.

Working with Andrew we have identified four related areas to highlight opportunity and prompt discussion

1. Confidence and capacity building through entrepreneurship
2. SME support – Relationship Management, Succession planning
3. Business Engagement and networking
4. Support for high growth

Confidence and building Capacity through Entrepreneurship

Youth people and entrepreneurship – Big Ideas Wales, 6-25

- <https://businesswales.gov.wales/bigideas/starting-business-routemap>



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Enterprise
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Confidence and building Capacity through Entrepreneurship

Next steps Business Entrepreneurship Network

A grass roots initiative that successfully targets pre pre-start individuals from under represented groups. The BEN complements Business Wales in reaching out to individuals who may not have considered entrepreneurship as an alternative to unemployment.

Ebbw Vale Enterprise Zone and Las

- Shared apprenticeships
- Sirolli Project





I'm Bethan, I live in Mold and

Business Wales Core & Growth Support



Business Wales Core & Growth Support

- Support prioritised on a segmented model approach according to the growth potential of the business idea or the established business to create jobs and growth in the Welsh economy.
- Direct links to Social Business Wales where specialist support required

Case Study:

Rokel Engineering Ltd - The engineering and manufacturing company started 40+ years ago, current turnover £500,000 employing 11. Identified the need to generate greater production, to do this they are looking to invest in new technology in the form of a plasma. Relationship manager is supporting growth aspirations, client is looking to expand – move to a larger premises and create an additional 10 jobs over the next 2 years. There are a number of projects in the business which are R&D based. The business growth aspirations: to be a £1M turnover in 3 years, currently £500K turnover.

Relationship Management for SMEs

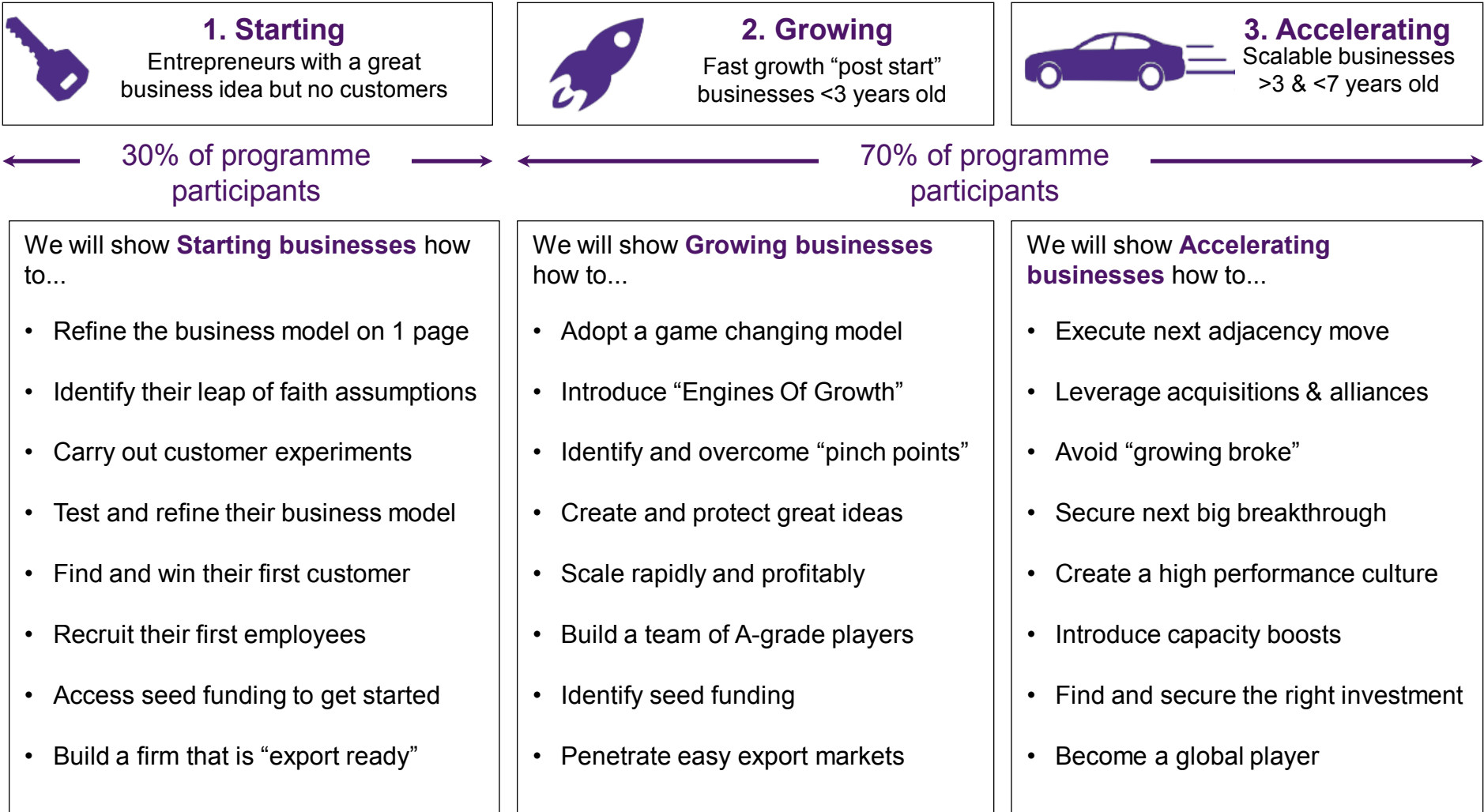
- Dedicated individuals supporting the Milford Haven and Deeside Enterprise Zones.
- The type of activities they undertake are :
 - Secretariat for Business Groups
 - Organising events and speakers
 - Communication channel between the SME base in the zone and the Board
Liaison with mainstream Business Wales, HE/FE and Local authority delivery.
- Provide a coordination point for activity in their specific areas and link through to the wider support across the public, private and third sectors.

Business Wales Accelerated Growth Programme

Description of Service

- Targeted at high growth businesses who want to enter their next growth phase and have the potential and determination to get there
- Business Wales Accelerated Growth Programme (AGP) offers individual specialist support to high growth pre revenue and SME businesses, including using a suite of dynamic online high growth tools
- It is delivered by a team of highly experienced and proven high growth entrepreneurs, based on the philosophy that the best people to advise entrepreneurs are entrepreneurs.
- Eligibility criteria to access support
 - Trading from a Welsh base
 - Pre-start (must start trading within 12 months) or trading up to 7 years
 - Clear and demonstrable potential to grow and scale
 - Potential for job creation
 - Export potential
 - Seeking 20%+ year on year growth

How we will help them overcome the most common barriers to high growth



Facilitated discussion

ANDREW DIPLOCK