

Business Coaching for Growth: The Essentials

The big picture

- Flagship business support initiative – runs to March 2015 (with possible 3 year extension)
- Launching early 2012
- Helping high growth businesses, in any sector, to grow more rapidly
- For businesses with the potential to achieve sustained high growth
- National pool of experienced private-sector business coaches
- Delivered across England by The Coaching For Growth Consortium – Grant Thornton, Pera, Oxford Innovation & Winning Pitch, plus specialist regional partners
- SCY – Delivery partner for Yorkshire and the Humber

Target companies

- Those with genuine high growth potential
- Must fulfil the EU's SME definition to be eligible
- England only
- All SMEs – from pre revenue through to companies with 250 staff and £40 million turnover
- Any sector

Available support

- Customised coaching – to overcome the barriers to high growth
- Specialist investor readiness coaching to help access funding
- Help to commercialise IP
- Tailored high growth workshops
- Access to high quality facilities
- Fast-track access to business and knowledge networks

Who can benefit

- **Start-ups/Pre-starts**
able to achieve £1m sales or employ 10 people in 3 years
- **Micros (under 10 employees)**
able to increase turnover by £750k or employ 7 more people in 3 years
- **Established small and medium-sized enterprises (SMEs)**
10+ employees. 20% p/a growth over 3 years (employment or turnover)

