

OPPORTUNITIES LOST

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Chair – Ixion Holdings Limited



Who are Ixion?

- Ixion jointly owns:
 - East of England regional Business Link
 - Two brokerage organisations for Train to Gain
 - East of England
 - London
 - Interface with over 100,000 businesses annually
 - Manage Government funded contracts for events & marketing, skills development, business support.

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The Market Brands



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Format of Presentation

- Opportunities Lost Seminar Presentation
- Questions and Answers

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The size of the problem

The majority of the workforce is employed by SMEs. Statistics for 2006 published by the DTI Small Business Service (SBS) Statistics Unit show that out of 4.5 million businesses in the UK, 99.3% were small firms with fewer than 50 employees, and 0.6% were medium firms with 50-249 employees

[\(Small and Medium Sized Enterprise Statistics for the UK 2006, published 22 August 2007\)](#)

Why is it important?

- 88% of all business enterprises in the UK are based in England, with 33% concentrated in London and the South East.
- London, however, has the smallest SME base in the UK, accounting for just 45% of employment.
- The South West has the highest SME base in England, accounting for just over 70% of employment.

(Statistical Press Release URN 04/402, Office for National Statistics, 2004)



How much money is available?

- National annual budgets to Business Links in excess of £160 million – excluding any local initiatives.
- National Train to Gain budget increase to more than £1 billion, with £30 million of that earmarked for Leadership and Management training.



A Scary Thought?

The Small Firms Enterprise Development initiative points out that 97% of all businesses have fewer than 10 employees, yet those same employers access less than 10% of available Government skills and business budgets

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Credit Crunch Impact to Business

‘Growing Unemployment Levels, fear of change among individuals, and a slowing of innovation and growth in the workplace’

Sian Thomas, Deputy Director, NHS Employers



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Why invest in Training ?

- Top priority for the coming year was 'improving productivity' Manpower 2008
- 23% of staff do not understand at least one aspect of the job Personnel Today Jan 2008

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Added Value from Training

- Competitive edge
- Multi-skilled workforce can reduce overall staffing requirements
- Greater staff retention – Institute of Personnel Development in 2003 identified that it costs a minimum of £1600 to bring a new person into a business excluding recruitment costs.



Employer Barriers to Training

- 60% put off by the time taken
- 49% being the cost
- Encourage staff to leave

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The Credit Crunch Response

‘Training and development is essential for staff retention and, given the skills shortage, now is not the time to lose employees to competitors that recognise and invest in their greatest asset – people’.

Steve Huxham, Chairman, The Recruitment Society



How to avoid lost opportunities

- Move to a simplified process from April 2009
- Business Link / Train to Gain brokerage can offer direct help and also signpost to other Government funded support:
 - JobCentre plus
 - Connexions
 - European Social Fund
 - Sub-regional initiatives (local community funds)
 - Environmental / Green initiatives



Sources of Information

- **Proactive** – by the Employer
 - Free phone numbers linked to media campaigns Web-sites
 - Literature
 - Intermediaries i.e. banks, accountants, chambers
- **Reactive** – by the Government
 - Telephone contact centre
 - Direct from training provider
 - Partnership and networking

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Take the Call

- The caller will say it is Government funded
- Website address will be www.xxx.gov.uk
- They will ask to speak to a decision maker
- Further information either posted or emailed
- They will offer an appointment
- For Train to Gain they will be able to speak about skills training
- For Business Link they will confirm activity within 72 hours



Business Link

- Fully subsidised business advice
- One-to-one relationship
- Independent and impartial
- Access to specialist advice
 - Funding
 - Marketing
 - Overseas opportunities etc.

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Requirements from You

- Expect to share information regarding your business
- Expect to sign forms
- Expect to invest some of your time
- Expect to invest in specialist support

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The Reward

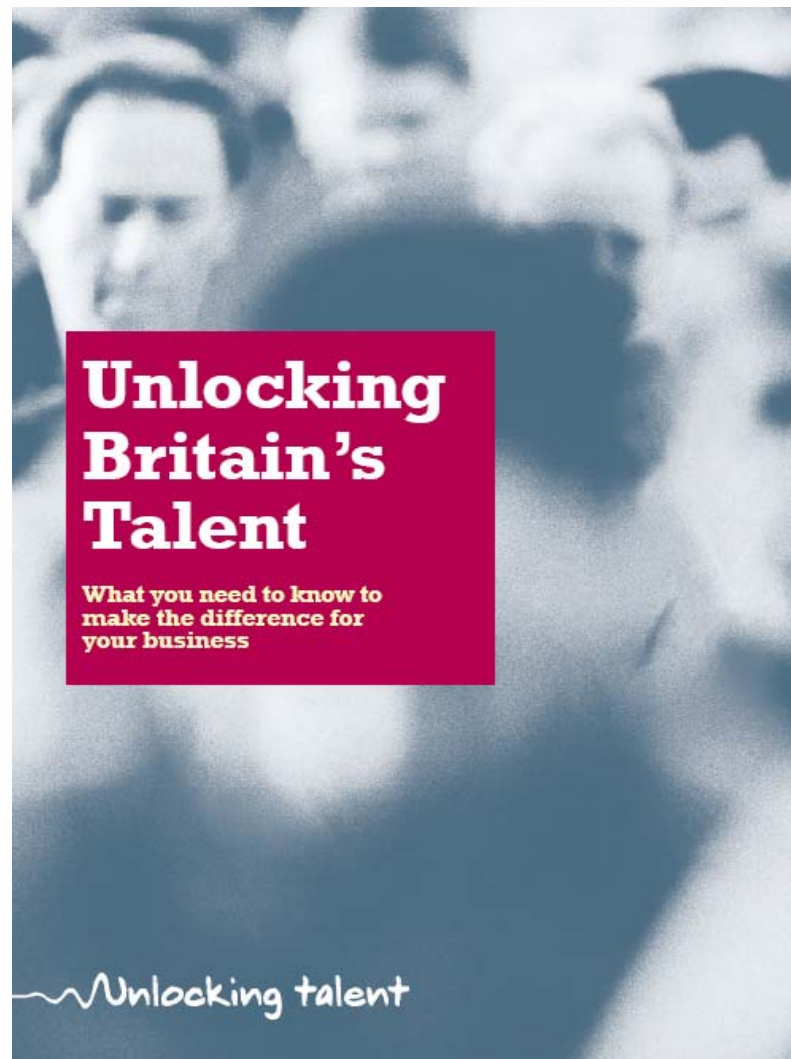
- Business Link initial diagnostic meeting £ 300
- Train to Gain diagnostic meeting £ 300
- **Level 2 in Business Administration / IT** £ **1,200**
- Level 2 in Construction £ 1,600
- Level 3 in Supervisory Management £ 2,100
(may require a contribution of up to 50%)
- Modern Apprenticeship in Construction £ 4,500 +

Total

£10,000



Additional Information



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Useful Contacts

- **Ixion** – 0845 880 0717 or www.ixionholdings.com
- **Business Link** – Business advice for growth and sustainability – 08457 17 16 15 or email info@businesslinkeast.org
- **Train to Gain** – links to Investors in People (TAN) and looking after your businesses most expensive commodity – your people. 0800 387 326 or email ttg-oe-leadregistration@info-requests.co.uk
- **Job brokerage** – Job centre plus 0845 601 2001



Opportunities Lost



QUESTIONS & ANSWERS

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