

# merseyside

## Business FAIR

### 2007



photo courtesy paulmcniffin.com

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**FREE BUSINESS GUIDE**

# event programme

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welcome to the

# merseyside

## Business FAIR

  
Business Associations  
a big help to a small business

# 2007

**W**elcome to this year's Merseyside Business Fair, one of the most popular business to business events in the region. We have tried to provide something for everyone today - from the would be entrepreneur looking for some advice to the most well established of businesses looking for new suppliers or new markets. Whatever your reason for attending, we hope that your visit today will be useful and productive.

Over 70 companies from a variety of sectors are exhibiting in the Great Hall, including today's event supporters, Ashley Printers and Click Imaging. In the Reid Room (adjacent to the Great Hall) a programme of **free business seminars** is being delivered from 10.40am to 3.30pm and a cafe and refreshments area is available in the Elmes Room (next to the Reid Room).

Any firms needing to give their marketing a boost can visit the Chartered Institute of Marketing stand and have a free one to one marketing advice clinic. And people attending the Sandler Sales Institute's seminar also get a free booklet to accompany the presentation.

Further attractions today include **free wine tasting** from Scatchards wine merchants (with a free prize draw to win a case of wine) and **free head and back massages** from Cloudbine Bodyworks and Liverpool WellBeing and Yoga Centre, as well as a range of other special offers and promotions.

For further information on our services and forthcoming events, please visit our website [liverpoolba.com](http://liverpoolba.com). Finally, thank you for attending and we hope that you have a productive and enjoyable time.

### Today's Programme of Free Business Seminars

#### 10.40am S Design 1

##### **Setting up and Managing Your Own Web Site in Half an Hour**

All you need to know to get started with your own web site at no cost. You'll be able to easily update it too!

#### 11.15am Adrenaline Brush Ltd

##### **Boost creativity, innovation and productivity through Art**

If you want to know what art based training can do for you and your company this seminar is a must.

#### 11.50am Business Scene

##### **Networking in Action**

A networking training session followed by a speed networking session - learn it and try it out in 30 minutes.

#### 12.35pm Sandler Sales Institute

##### **Why Sales People Fail And What You can Do About It**

Learn some honest no nonsense selling strategies that will give your sales people the tools and confidence they need to deliver the sales results you want. Plus seminar attendees will receive a complimentary copy of the powerful book 'Why Sales People Fail And What You can Do About It'.

*Please note timings etc. may vary slightly on the day*

#### 1.10pm Euro Info Centre

##### **Find European Business Partners - the Easy Way**

Euro Info Centre NW - guidance on how to go about finding European business partners and trading opportunities in Europe.

#### 1.45pm Gordon Jones

##### **Successful Marketing on a Shoestring**

Gordon Jones - Chartered Marketer and Author Gordon Jones with lots of great ideas that you can start using in your business straight away - and all on a shoestring budget. You will also have the opportunity to buy copies of his much-acclaimed booklets at the end of his session.

#### 2.20pm Chartered Institute of Marketing

##### **Successful Negotiations**

The Chartered Institute of Marketing encourages you to learn how to negotiate with confidence and build successful relationships from it.

#### 2.55pm Zen Web Solutions

##### **Is Your Website Working for You?**

As a division of Zen Internet, Zen Web Solutions provides effective Web sites and search engine strategies that deliver results for your business. In this practical session, learn the secrets of online success, discover how to maximise your internet presence, and pick up useful tips on how to drive those prospects through your site with effective calls to action, to ultimately deliver YOU more leads.



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[info@localsolutions.org.uk](mailto:info@localsolutions.org.uk)



**Local Solutions** is a leading social enterprise in the North West of England, which was established in 1974. We have a proven track record of improving the quality of life for vulnerable and excluded people in the region.

**Local Solutions** has a number of sites throughout Merseyside in addition to its headquarters at Mount Vernon Green, close to the Royal Liverpool University Hospital

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**sales@doordrop.info**

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Mount Vernon Green, Hall Lane, Liverpool, L7 8TF  
Office Hours: 9.00am - 5.00pm Monday to Friday  
but with some exceptions

Link Direct Limited, Link Direct House,  
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### **NETWORKING**

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### **MONEY SAVERS**

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### **TENDER ALERTS**

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### **INFORMATION**

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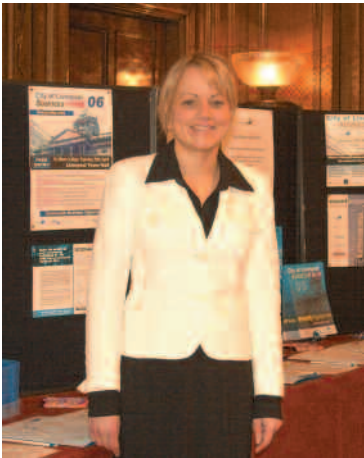
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*“The most **effective**  
form of **marketing** is  
**Face to Face**”*



  
**Business Associations**  
*a big help to a small business*

[www.liverpoolba.com](http://www.liverpoolba.com)

**Business FAIR**

## **our next events**

### **Merseyside Business Fair**

10.30-3.30 Thurs 11th October, St Georges Hall Liverpool

### **Lancashire Business Fair**

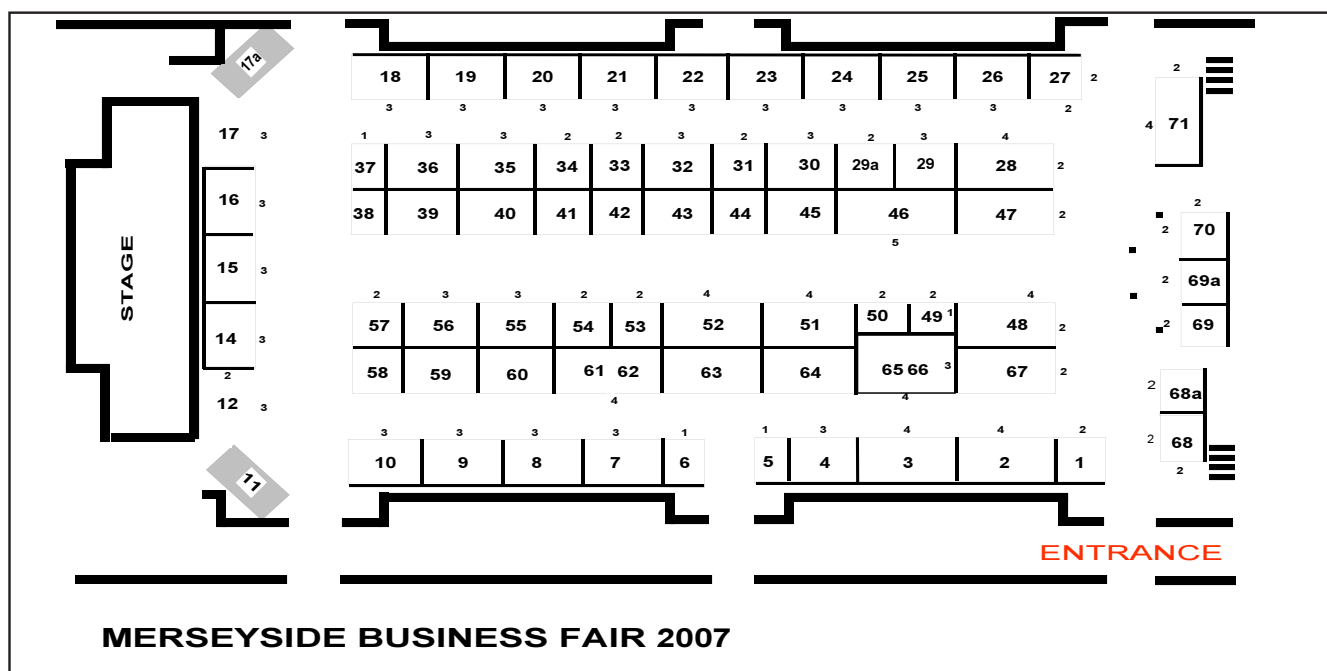
10.30-3.30 Weds 7th November, Southport Floral Hall

### **City of Liverpool Business Fair**

10.30-3.30 Thurs 13th March 2008, Liverpool Town Hall

Cafe

Seminar Room



- |     |   |       |  |
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| 35  | Groundwork EBS                            | 71    | Titan Bus UK Ltd                                     |

## 1 BNI Northwest

Last year in the UK over £170m worth of business was passed between its 15,000 members. This website represents companies in the BNI Manchester & Merseyside, two of the most successful regions for BNI. Each meeting runs once per week from 7am until 8.30am - contact us for a full list of meetings in these regions. On average we know a seat is worth in excess of £20,000 per year per member. BNI works because it's like having a sales force of up to 40 people working for you, promoting your business to their contacts on a weekly basis.

**0800 093 5998** ..... [www.bninorthwest.com](http://www.bninorthwest.com)

## 2 Danwood Group Ltd

Formed in 1971 The Danwood Group has grown to be the UK's largest independent supplier of print solutions, rated as being in the top 35 of ICT companies in the UK. With 27 high tech regional centres throughout the UK, Danwood are able to offer truly national after sales care and support..

**0161 865 9300** ..... [www.danwood.co.uk](http://www.danwood.co.uk)

## 3 Local Solutions

Local Solutions is a social enterprise that can provide a range of services for businesses within Merseyside. We offer Dyslexia screening and training; team building at our water sports centre and various locations; a range of short training courses; excellent conferencing facilities; nursery and out of school places and assistance in recruitment of people with disabilities.

**0151 705 2320** ..... [www.localsolutions.org.uk](http://www.localsolutions.org.uk)

## 4 Costco Wholesale

Costco Wholesale currently operates over 470 membership warehouses worldwide. Each one filled with top quality, brand name merchandise at low warehouse prices. Our members include business owners and managers purchasing for resale and commercial uses as well as certain qualifying individuals who are members of specified employee groups

**0151 224 7678** ..... [www.costco.co.uk](http://www.costco.co.uk)

## 5 Parcelforce Worldwide

Parcelforce worldwide can offer you a wide range of UK and International services including

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Flexible Collection Service - saving you time and hassle. Immediate tracking and proof of delivery at [www.parcelforce.com](http://www.parcelforce.com).

**07711 174 093** ..... [www.parcelforce.com](http://www.parcelforce.com)

## 6 South Liverpool Recruitment

Our reputation has been evolving for almost ten years by providing customers with the best talent to fill permanent and temporary vacancies, and through our provision of specialist HR Support Services using SHL Assessment and development tools.

We offer integrity and professionalism and we retain business because we are willing to listen.

**0151 728 1590** ..... [www.southliverpoolrecruitment.com](http://www.southliverpoolrecruitment.com)

## 7 Edge Hill University

The Edge Hill University Business School is committed to the Further development of the local economy and has the capacity to offer business and management support through its portfolio of research knowledge transfer and its academic programmes in business management information system and computers.

**01695 575 171** ..... [www.edgehill.ac.uk](http://www.edgehill.ac.uk)

## 8 Business Liverpool

Business Liverpool is the gateway for free business support and investment in Liverpool. Our primary objective is to create a focused and effective support mechanism which fully meets the needs of our clients. The core activity of Business Liverpool is the provision of support in the areas of property, funding and organising training - and by working in partnership with other key public and private sector organisations to deliver a comprehensive business support package. Tel: 0151 288 6677 Web: [www.businessliverpool.co.uk](http://www.businessliverpool.co.uk).

**0151 233 5469** ..... [www.businessliverpool.co.uk](http://www.businessliverpool.co.uk)

## 9 Business Link Northwest

Business Link is an easy to use business support, advice and information service funded by government and managed in the North West by the Northwest Regional Development Agency. We are dedicated to helping your business develop and progress by ensuring that you can quickly and easily access the advice, information and skills needed to succeed from the broadest range of private, public and voluntary business support service.

**0845 00 66 888** ..... [www.businesslink.gov.uk/northwest](http://www.businesslink.gov.uk/northwest)

## 10 Environment Agency

The Environment Agency is the leading public body for protecting and improving the environment in England and Wales. It is our job to make sure that air, land and water are looked after by everyone in today's society so that tomorrow's generations inherit a cleaner, healthier world.

**01925 542 378** ..... [www.environment-agency.gov.uk](http://www.environment-agency.gov.uk)

## 11 Euro Info Centre North West

The Euro Info Centre North West helps businesses who are keen to secure private or public sector work from the continent's internal market.

**0151 224 2435** ..... [www.businesslinknw.co.uk](http://www.businesslinknw.co.uk)

## 12 Business Scene

Business Scene creates local business for you through a business directory, free classified advertising, inclusive members shopping carts, networking groups, information clinics and downloads. The membership benefits scheme will give you a 500% return on your membership fee through savings on products and services that you already buy.

**0151 652 7712** ..... [www.business-scene.com](http://www.business-scene.com)

## 14 Link Direct Limited

Created by LinkDirect, one of UK's largest doordrop marketing companies, DOOR DROP NORTHWEST is a new concept in leaflet distribution created specifically to operate on Merseyside. Our liveried vans carry real time tracking devices and each of our fully trained adult distributors carries a GPS (global positioning system) tracker. Using satellite technology we are able to view the exact route taken by each distributor. This unique level of accountability provides reassurance to us that we are providing advertisers with the best possible distribution service whilst allowing you to be confident that every leaflet you print is reaching its target

**0151 647 5535** ..... [www.linkdirect.co.uk](http://www.linkdirect.co.uk)

## 15 Entwistle

The Entwistle Group has been at the forefront of reprographics, print and office supplies ever since it was founded in 1899. Our customers today rely on us for many aspects of their business requirements ranging from reprographics to design and printing equipment as well as software and supplies.

**0151 236 5151** ..... [www.entwistlegroup.com](http://www.entwistlegroup.com)

## 16 RMG Recruitment

RMG Recruitment Ltd specialise in supplying quality candidates throughout the Wirral and Liverpool. Our niche markets sectors are as follows: Office, Call Centre and Industrial & Management Recruitment. RMG Recruitment tailor the service to suit your business needs, therefore if you need a temp for one day or one month OR if you need a permanent member of staff to join your team we can support you through the whole process leaving you to focus on the job in hand.

**0151 649 1818** ..... [www.rmgrec.com](http://www.rmgrec.com)

## 17 Liverpool Wellbeing & Yoga Centre

As a centre of excellence for the healing arts, the Liverpool Wellbeing Centre seeks both to offer a broad spectrum of different therapies and to raise awareness of their powerful benefits. Much thought has been given to the creation of a profoundly peaceful and inspiring environment within which practitioners and clients work together on creating wellbeing and quality of life..

**0151 709 9169** ..... [www.liverpoolwellbeing.com](http://www.liverpoolwellbeing.com)

## 18 The Liverpool Daily Post (Trinity Mirror)

For over 150 years the Liverpool Daily Post has served the areas of Merseyside, Cheshire and West Lancashire. In that time it has become a valuable resource for those wishing to keep up to date with the latest business and financial news. It delivers premium content on sport, cultural issues, local and regional news, leisure and entertainment, the arts, retail, property and motors.

**0151 227 2000 (0151 472 2311)** ..... [www.dailypost.co.uk](http://www.dailypost.co.uk)

## 19 Nugent Care

Nugent Care is a leading North West Charity which has helped vulnerable people for over 100 years. Through our work we support children and adults in our schools and homes, whilst our community teams work with Volunteers, people with learning difficulties, older people, homeless and deaf and hard of hearing people.

**0151 261 2000** ..... [www.nugentcare.org](http://www.nugentcare.org)

## 20 Chambers Credit Management Ltd

Chambers provide their clients with a proven credit management system which prevents bad debts and protects against losses through liquidation and receiverships. A FREE debt collection service and FREE Company searches are included in the package which is proving to be very popular with all businesses..

**0151 229 1010** ..... [www.chamberslegal.co.uk](http://www.chamberslegal.co.uk)

## 21 WebGuild Media Ltd

We provide WebGuild self-maintenance websites. Businesses can save time and money by updating their own websites. With WebGuild it is simple and easy to maintain a professional-looking, dynamic, and informative website. From small brochure sites up to full e-commerce solutions, there is a WebGuild for everyone.

**0161 428 1102** ..... [www.webguild.co.uk](http://www.webguild.co.uk)

## 22 Business Continuity Planning

A Local Authority partnership between the five Merseyside Councils - to promote "Business Continuity Management". This is a key government requirement under the Civil Contingencies Act to raise awareness to the commercial sector in the need to build resilience by way of a Business Continuity Plan.

**0151 225 4996** ..... [www.liverpool.gov.uk](http://www.liverpool.gov.uk)

## 23 Recognition Express

Recognition Express has been providing unique promotional solutions to a large customer base of household names since 1979 - from name badges to signs; corporate clothing to promotional products; business gifts and staff awards to large colour digital posters. We have our own manufacturing facilities and vast experience of sourcing products from all over the world - so we can offer you the widest range of options. But it's our knowledge, unrivalled experience and reputation for excellence that lie behind our success. In addition, our on Demand range is produced on site and with no minimum size order. For further details contact Tony or Victoria on 0844 850 55 55 or e-mail [sales@re-lancaster.co.uk](mailto:sales@re-lancaster.co.uk)

**0844 850 5555** ..... [www.re-lancaster.co.uk](http://www.re-lancaster.co.uk)



## 24 Greater Merseyside Connexions

Greater Merseyside Connexions Partnership provides integrated information, advice, guidance and access to personal development opportunities for all 13-19 year olds.

0151 944 6207 ..... [www.connexionslive.com](http://www.connexionslive.com)

## 25 Centre for Leadership Development

The Centre for Leadership Development is a direct contact point into the vast range of Leadership and Management programmes offered by Edge Hill University, Liverpool Hope University, Liverpool John Moores University and The University of Liverpool. The Centre can also provide up to 45% funding (ESF) for the personal training needs of leaders and potential leaders of SME's in the Merseyside area (size 1-249 employees).

0151 291 3888 ..... [www.centreforleadership.co.uk](http://www.centreforleadership.co.uk)

## 26 The Manufacturing Institute

The Manufacturing Institute is an independent charity founded by North West Manufacturers and universities. Since 1995 we have been blending industry know how with academic insight to help manufacturers apply the latest thinking and best practice.

0161 872 0393 ..... [www.manufacturinginstitute.co.uk](http://www.manufacturinginstitute.co.uk)

## 27 The Chartered Institute of Marketing

The Chartered Institute of Marketing (CIM) is the world's largest professional marketing body, defining marketing standards ([www.cim.co.uk/standards](http://www.cim.co.uk/standards)) that operate in the UK and championing best practice globally. We exist to develop the marketing profession, maintain professional standards and improve the skills of marketing practitioners, enabling them to deliver exceptional results for their organisations.

07813 669 305 ..... [www.cim-nw.org.uk](http://www.cim-nw.org.uk)

## 28 Blue Cube ICT Ltd

We are a totally focused organisation delivering ICT Solutions that include, networking, servers, workstation and full support of your infrastructure.

We have formed a strong partnership with IPNW who have for a long time recognised the rapid convergence of data and voice technology and the enormous operational benefits and potential cost-savings this could bring.

Working together we can offer a one stop shop for your ICT solutions.

0845 055 0086 ..... [www.bluecubeict.co.uk](http://www.bluecubeict.co.uk)

## 29 Arena and Convention Centre Liverpool

Arena and Convention Centre Liverpool is opening in 2008. This landmark addition to Liverpool's waterfront will transform the city's position as a conference destination of choice. Consisting of a 10,600 seat arena, 1,350 seat auditorium which divides into three, 18 further meeting rooms and in excess of 7,000sqm of exhibition space.

0151 475 8888 ..... [www.accliverpool.com](http://www.accliverpool.com)

## 29a Northwest Radio Communications Ltd

From any pc connected to the internet a company can quickly find out where their vehicles are, how fast they are going, what time they started/finished. Fleet vehicle tracking reduces overtime claims, reduces insurance premiums, reduces fuel usage and gives total management control over their vehicles.

0151 263 9993 ..... [www.northwestradio.co.uk](http://www.northwestradio.co.uk)

## 30 Barclays

Barclays offers a comprehensive range of financial support and practical advice to local businesses.

0845 605 2345 ..... [www.barclays.com](http://www.barclays.com)

## 31 Wirral Direct

Wirral Direct will help your company locate or expand in Wirral by providing information and guidance which includes searching for business premises through a property database, links to partners for recruitment and training provision and ongoing business support to help with future expansion.

0151 650 6915 ..... [www.wirraldirect.co.uk](http://www.wirraldirect.co.uk)

## 32 BM Digital

BM Digital are a market leading supplier of digital photocopiers, laser printers, fax and documents management systems. With nationwide service support we offer the very best products with unbeatable after sales care. With over 25 years of experience in the industry we have a strong presence as the North West's leading provider for digital office equipment.

08454 025 220 ..... [www.bmdigital.co.uk](http://www.bmdigital.co.uk)

## 33 LJMU Business Development Centre

Liverpool John Moores University (LJMU) is a forward-thinking university committed to encouraging innovation and meeting the needs of business.

The Business Development Centre is the gateway to the facilities and expertise within the University and combines academic expertise with a market focus to provide tailor-made business solutions. These include consultancy, research, training and professional development.

0151 231 8053 ..... [www.ljmu.ac.uk](http://www.ljmu.ac.uk)

## 34 Merseyside Fire and Rescue Service

Fire Safety Officers will be on hand at the Business Fair to provide general information and guidance on the new Fire Safety Order, including the duties of the "Responsible Persons". They will also provide, on request, confidential fire safety advice to any businesses.

0151 296 4624 ..... [www.merseyfire.gov.uk](http://www.merseyfire.gov.uk)

## 35 Groundwork EBS

Environment and Health and Safety Support for Businesses on Merseyside.

0151 644 4720 ..... [www.merben.org.uk](http://www.merben.org.uk)

## 37 Equilibrium

Training - We take an innovative approach to training, including e-learning resources to deliver a comprehensive training package (this can be tailored to specific requirements including stress management, specific staff groups etc). The training seeks to:

~ Identify a range of work life balance practices and explore how they work

~ Allow individuals to manage the conflicting demands of home and work

~ Improved recruitment and retention for organisations through becoming an 'employer of choice' by acknowledging and offering a range of work life balance solutions

Consultancy - We can offer practical solutions, advice and develop policies concerning work life balance, well being, stress and time management.

0151 231 3286 ..... [www.equilibrium-online.co.uk](http://www.equilibrium-online.co.uk)

## 38 Metro Security Services

Metro Security is an SIA Approved Security Contractor and has ISO 9001.

Metro offers a Professional Service at all times and has local government and blue chip companies as clients. We have same qualifications as your national Security Companies. We offer a very competitive quote and Price Match guarantee 0151 230 0900.

0151 430 6161 ..... [www.metro-services.co.uk](http://www.metro-services.co.uk)

## 39 Desk Centre

With over 20 years experience in the supply of office and educational furniture. The desk Centre supply's hundreds of organisations and businesses throughout the UK we offer thousands of products from the world's leading designers and manufacturers. We offer a complete service package including design, CAD assembly and installation.

0151 691 0588 ..... [www.deskcentre.co.uk](http://www.deskcentre.co.uk)

## 40 Corsair Computer Systems Ltd

Business Application Software and Web Site Developers plus hardware suppliers. Corsair are the developers of the Chamber Track System used in 30% of UK Chambers of Commerce. Also the developers of Corsair IBIS, a scaleable modular system which includes CRM, Course Bookings, Event Bookings, Membership Management, Timesheets and Resource Hire.

0845 390 1001 ..... [www.corsairsoftware.co.uk](http://www.corsairsoftware.co.uk)

## 41 HM Revenue & Customs Advice Team

The Revenue & Customs Advice Team is a dedicated team trained to provide help and advice to the newly self-employed, small businesses and employers.

We have a series of workshops which are free of charge and held locally. We also help employers to file their returns online.

0151 242 8380 ..... [www.hmrc.gov.uk](http://www.hmrc.gov.uk)

## 42 Scatchards Wine Merchants

Traditional, Independent Wine and Spirit merchants specialising in the supply of quality wine to boardrooms and private clients. Also retailing through two shops on Merseyside.

0151 922 7346 ..... [www.scatchardswinemerchants.com](http://www.scatchardswinemerchants.com)

## 43 Harsant Pensions

Disillusioned with pensions? Then come and talk to the Harsant Team. There are great opportunities within pensions and we can apply our specialist knowledge to match your needs.

0151 648 7615 ..... [www.harsantpensions.co.uk](http://www.harsantpensions.co.uk)

## 44 Windmills

Windmills offers a fantastic range of ground breaking career and life management training programmes designed to inspire and motivate staff. Windmills can offer resources to aid staff development. All of our products can be used alone, or part of existing training. Come and visit our stand to see it for yourself!

0151 794 8265 ..... [www.windmillsonline.co.uk](http://www.windmillsonline.co.uk)

## 45 GIEU, The University of Liverpool

GIEU is a business unit of The University of Liverpool, which specialises in helping local organisations to improve business competitiveness, through cost-effective graduate placements and recruitment. Quality graduates, from local and national universities can either undertake a specific business improvement project or work in your organisation in a more general, operational role.

0151 709 1760 / 0800 0186 925 ..... [www.gieu.co.uk](http://www.gieu.co.uk)

## 46 Connect Internet Solutions Ltd

Connect delivers web-based solutions which offer real business benefit to our clients. Our web content management systems will free up your time (and money) from managing your website allowing you to concentrate on your business. Our time and attendance system will enable you to effectively monitor and manage staff attendance and time-keeping, and reduce absenteeism.

0151 282 4321 ..... [www.connectinternetsolutions.com](http://www.connectinternetsolutions.com)

## 47 Mills Media Ltd

Established over 130 years, Mills Media offer a complete range of marketing support services from our modern 10,000 sq foot Head Office. Including conference production, exhibition design services, video production and commercial photography. Supported by our highly skilled team we cover the UK and overseas. Please visit [www.millsmediagroup.com](http://www.millsmediagroup.com)

0151 649 3600 ..... [www.millsmediagroup.com](http://www.millsmediagroup.com)

## 48 Talk Talk Enterprise

Talk Talk Enterprise is a division of The Carphone Warehouse Group plc, Europe's leading independent communications retailer. Talk Talk Enterprise offer Industry leading telephone systems, then bundle in the peripheral telecoms services such as call routing, line-rental, mobile and broadband services all provided on one monthly bill for a better customer experience.

**02392 282 890** ..... [www.talktalkenterprise.co.uk](http://www.talktalkenterprise.co.uk)

## 49 Alliance and Leicester Commercial Bank

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New businesses are offered our business builder account, giving customers 24 months free banking plus free tax and legal advice..

**0151 966 3596** ..... [www.alliance-leicestercommercialbank.co.uk](http://www.alliance-leicestercommercialbank.co.uk)

## 50 Charter Training Ltd

Established in 1989, Charter Training works with Learning and Skills Councils and Jobcentre Plus to provide high quality training and with employers who support our programmes as work placement providers. We also work with many companies, organisations and individuals who require our help in meeting their training targets..

**01625 511 413** ..... [www.chartertraining.co.uk](http://www.chartertraining.co.uk)

## 51 Zen Web Solutions

Delivering success online to everyone from start-ups to large blue chip organisations, ZWS can help you make the most of your website. We are a one-stop solution, providing a whole host of online services from small brochure-style Web sites to bespoke eCommerce solutions. Your business should not be content with a few pretty pages - your website should be listed highly on Google, MSN and Yahoo, to ensure your clients can contact you. Don't let your customers find the competition - let them find you.

**0845 058 9050** ..... [www.zenwebsolutions.com](http://www.zenwebsolutions.com)

## 52 West Lancashire Investment Centre

The Investment Centre is the perfect environment for business, offering a combination of modern and flexible office accommodation for recently established businesses and incubator units for start-up businesses, state of the art conference and meeting room facilities and a purpose built business cafe with free wireless connectivity.

**01695 712 600** ..... [www.westlancashireinvestmentcentre.com](http://www.westlancashireinvestmentcentre.com)

## 53 Federation of Small Businesses

The FSB is the UK's biggest business support organisation.

Formed in 1974, the FSB now has over 208,000 members and exists to protect and promote the interests of the self-employed.

**0151 645 5694** ..... [www.fsb.org.uk/050](http://www.fsb.org.uk/050)

## 54 Esau Credit Control Service

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**0845 054 0504** ..... [www.improvingyourcashflow.com](http://www.improvingyourcashflow.com)

## 55 Liverpool Business Services

Liverpool Business Services is the training solutions brand from Liverpool Community College. The service offers SME to large employers training that focus on the needs of the business..

**0151 252 3181** ..... [www.liv-coll.ac.uk](http://www.liv-coll.ac.uk)

## 56 Copyrite Digital Systems

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**0151 707 6045** ..... [www.securityergonomics.co.uk](http://www.securityergonomics.co.uk)

## 59 International Trade Centre for Liverpool City Region

With more than 150 years history of supporting global trade, LCCI has developed a wide range of services benefiting from its global network of partners and contacts.

The International Trade Centre for Liverpool City region is a one-stop-shop of international business support for the whole of Merseyside covering Export Documentation, Market Research, Financial Support of European Objective One Programme, International Business Training (CPD) Overseas Trade Missions, Inward Missions and International Seminars and Events Programme. The Centre also houses the Chamber owned and operated ChinaLink, a national centre of excellence in operating professional promotion projects, advisory and consultancy, trade negotiation and business set-up in both China and UK markets. UK Trade and Investment, the international trade arm of DTI and FCO, also operates its Merseyside Office from the Centre.

The Chamber, through the ITC and its strong partnership with both key players in the private sector and public sector and its existing customer base, is striving towards offering professional support to more businesses and partners in overseas markets and raising the global profile collectively for businesses in the Liverpool City Regions.

**0151 227 1234** ..... [www.liverpoolchamber.org.uk](http://www.liverpoolchamber.org.uk)

## 60 Liverpool Chamber of Commerce

Liverpool Chamber of Commerce and Industry has represented the interests of the city's business community for over 150 years. Today we offer our members a comprehensive range of services. Our aim is to respond to your needs and ensure a thriving and dynamic business community.

**0151 227 1234** ..... [www.liverpoolchamber.org.uk](http://www.liverpoolchamber.org.uk)

## 61/62 Liverpool FC

Heathcotes at Anfield is based at Liverpool Football Club, which has one of the regions most remarkable venues. The club is synonymous with achievement and success - great teams built on the perfect blend of skill, flair and determination.

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**0151 263 7744** ..... [www.liverpoolfc.tv](http://www.liverpoolfc.tv)

## 63 Nat West

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## 64 Business Bridge

Business Bridge provides a free brokerage service to companies with business development needs in marketing, IT development, language skills, engineering, product design, office administration and much more. We have access to students from Liverpool John Moores University, the University of Liverpool, Liverpool Hope University and the University of Chester.

**0151 231 8070** ..... [www.business-bridge.org.uk](http://www.business-bridge.org.uk)

## 65/66 Osiris Enforcement Ltd

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**0870 803 0315** ..... [www.osirisenforcement.co.uk](http://www.osirisenforcement.co.uk)

## 67 Ashley Printers / Click Imaging

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At Click (our digital unit) we specialise in:

Single and colour digital print - Large format exhibition print - Pop-up banners

**0151 649 0212** ..... [www.ltprintgroup.co.uk](http://www.ltprintgroup.co.uk)

## 68 Mersey Skills Network

Mersey Skills Network provides subsidised training for Merseyside based businesses with between 1 - 250 employees. It is a joint project between Liverpool Chamber of Commerce, Blackburne House, Liverpool John Moores University and Liverpool Community College. THE FUNDING ONLY LASTS UNTIL JULY 2008.

**0151 224 1888** ..... [www.merseyskills.co.uk](http://www.merseyskills.co.uk)

## 68a Community Foundation for Merseyside

The Community Foundation connects donors with local causes that make a real difference in Merseyside. Providing grants and support to local communities, helping them focus on a better, stronger Merseyside for future generations. Creating a culture of giving that makes a real difference.

**0151 966 4604** ..... [www.cfmerseyside.org.uk](http://www.cfmerseyside.org.uk)

## 69 Cloundine Bodyworks

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**0151 709 8932** ..... [www.liverpoolba.com](http://www.liverpoolba.com)

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**0845 607 0786** ..... **www.enterprise4all.co.uk**

**ACAS** ..... **Employment Issues**  
ACAS offers a range of information and services designed to prevent and resolve employment problems  
**08457 474747** ..... **www.acas.org.uk**

**Business Bridge** ..... **Business Support**  
A partnership between the Universities in Liverpool that provides a FREE brokerage service. We select students to work in SME's, large companies and the public sector to carry out business development projects, in areas such as IT, design and administration.  
**0151 231 3423** ..... **www.business-bridge.org.uk**

**Business Crime Direct** ..... **Business Support & Services**  
Business Crime Direct is a multi-agency project that provides free, professional crime reduction advice, aiming to reduce against small medium businesses on Merseyside by implementing, innovative, problem-oriented solutions through target hardening surveys and advice, and through the setting up of crime alerts and business watches in business areas, shopping areas, parades and malls.  
**0151 285 1413 & 0151 285 1414** **www.businesscrimedirect.org.uk**

**Business in the Community (BiTC)** ..... **Business Support**  
BiTC can help your organisation, with community engagement programmes which will deliver improved employee morale, improved employee motivation, improved employee commitment, improved performance and make a positive difference in disadvantaged communities.  
**0151 706 9500** ..... **www.bitc.org.uk**

**Business Link** ..... **Business Support**  
Support for new and existing businesses.  
**0845 600 9 006** ..... **www.businesslink.gov.uk**  
**Business Link for Greater Merseyside** ..... **Business Support**  
Support for new and existing businesses  
**0845 330 0151** ..... **www.bl4gm.co.uk**

**Business Liverpool** ..... **Business Support**  
One stop shop for free business support and investment in Liverpool. The core activity of Business Liverpool is the provision of support in the areas of property, finance and workforce development - and by working in partnership with other key public and private sector organisations to deliver a comprehensive business support package.  
**0151 288 6677** ..... **www.businessliverpool.co.uk**

**Central & West Lancashire Chamber** ... **Chamber of Commerce**  
Support and representation for businesses in the Central and West Lancashire area.  
**01772 653 000** .....

**Centre for Leadership Development** ..... **Leadership Training**  
The Centre for Leadership Development is a direct contact point into the vast range of leadership and management programmes offered by Edge Hill College of Higher Education, Liverpool Hope University, Liverpool John Moores University and The University of Liverpool.  
**0151 291 3888** ..... **www.centreforleadership.co.uk**

**Charities Trust** ..... **Charity**  
Charities Trust is the second largest Payroll Giving agency in the UK.  
**0151 286 5129** ..... **www.charitiestrust.org**

**Community Foundation for Merseyside** ..... **Charity**  
Helping businesses to address corporate social responsibility and charitable giving through bespoke services and initiatives.  
**0151 966 3594** ..... **www.cfmerseyside.org.uk**

**COMPETE** ..... **Business Support**  
The COMPETE (Chambers on Merseyside Promoting Enterprise and a Thriving Economy) programme, has brought together the Chambers of Knowsley, Liverpool, St Helens, Sefton and Wirral, together with the Government Office for the North West, to co-ordinate a strategy and raise awareness of Objective One funded business support initiative, with the aim of encouraging SME's to maximise the programmes potential.  
**0845 145 1115** ..... **www.chambersonmerseyside.com**

**Defence Suppliers Service** ..... **Purchasing Organisation**  
The Defence Suppliers service is a MOD focal point to provide advice & guidance to companies interested in becoming defence suppliers.  
**0117 913 2832** ..... **www.contracts.mod.co.uk**

**Edge Hill Enterprises Ltd** ..... **Training / Conferences**  
We understand that organisations need flexible training / conference solutions to meet specific business needs. Our experienced teams can provide a wide range of educational and training programmes in Leadership and Management, working with competency frameworks and tailoring conferences individually for clients to ensure their success. Delivering a first class service and meeting the ever changing needs of the business world.  
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**Engineering Development Centre** ..... **Engineering Services**  
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**0151 231 2001** ..... **www.edc.org.uk**

**GIEU** ..... **Business Support**  
A business unit of the University of Liverpool, which specialises in helping local organisations to improve business competitiveness, through cost-effective graduate placements.  
**0151 709 1760** ..... **www.gieu.co.uk**

**Government Office for the North West** .... **Government Offices**  
Local administrative centre for government offices for the North West of England  
**0151 224 6300** ..... **www.gos.gov.uk/gonw/**

**HMRC Business Support Team** ..... **Business Support**  
The business support team has specially trained Business Advisers who can help and advise on a range of Tax and National Insurance subjects. We provide educational support to new and small / medium self-employed businesses and employers. We also help businesses (including employers) to file their returns Online.  
**0151 242 8380** ..... **www.hmrc.gov.uk**

**Hugh Baird College Business Centre** . **Training and Development**  
Working to the strict quality control standards of Hugh Baird College, the Business Centre delivers a wide range of highly effective training and development courses, events and services - from Skill Needs Analysis, through accredited qualifications or bespoke training to measuring the impact on the business and ensuring value for money.  
**0151 353 4456** ..... **www.hbc-commercialtraining.co.uk**

**ICDC** ..... **Business Support**  
ICDC offers businesses the chance to get expert advice on digital technology including: Databases and Website Development Accessibility  
**0151 231 4777** ..... **www.icdc.org.uk**

**Invest Sefton** ..... **Business Support**  
Represents the business support element of Sefton Council. The team are there to provide help and support to businesses in the area, whether they are new inward investors or existing businesses.  
**01704 545 720** ..... **www.investsefton.com**

**Learning and Skills Council (NW)** ..... **Business Support**  
Responsible for funding and planning education and training for over 16 year olds..  
**0845 019 4142** ..... **www.lsc.gov.uk/Regions/NorthWest/**

**Liverpool BA** ..... **Business Support**  
Organisers of Premier Business Events. Business Associations are an active locally based membership organisation run for the benefit of their members and the areas within which they operate. We offer networking and intertrading opportunities, lobbying and representation; information and advice.  
**0151 709 8932** ..... **www.liverpoolba.com**

**Liverpool John Moores University BDC** ..... **Business Support**  
The Business Development Centre at Liverpool John Moores University acts as the conduit between LJMU and commerce. As your first point of contact the BDC can help you to unlock the wide spectrum of University facilities and professional expertise that can give your business the competitive edge  
**0500 876 543** ..... **www.ljmu.ac.uk/business**

**Manufacturing Institute** ..... **Manufacturing Advice & Training**  
An independent, non-profit making organisation run for manufacturers with the aim of improving productivity and skills for North West companies. Also, we deliver the DTI Manufacturing Advisory Service having been appointed by the North West Development Agency as the Regional Centre for Manufacturing Excellence.  
**07795 265 449** ..... **www.manufacturinginstitute.co.uk**

**Mersey Partnership** ..... **Tourism, Investment & Regeneration**  
The Mersey Partnership Conference Bureau provides a full range of services for conference organisers  
**0151 237 3939** ..... **www.visitliverpool.org**

**MERBEN** ..... **Environmental and Health and Safety Support**  
Merseyside Business Environment Network (MERBEN) provides environmental and Health and Safety (EHS) support to small and medium sized businesses on Merseyside and is able to offer subsidised assistance with the help of the European Regional Development Fund through the Merseyside Objective One Programme  
**0151 644 4720** ..... **www.merben.org.uk**

**Merseyside Police** ..... **Police**  
Police services  
**0151 709 6010** ..... **www.merseyside.police.uk**

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**MSIF I - Buy Consortium** ..... **Purchasing Consortium**  
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**01283 516517** ..... **www.msif.co.uk/ibuy**

**North West Development Agency** ..... **Business Support**  
Support for businesses investing in the North West region.  
**01925 400 100** ..... **www.nwda.co.uk**

**North West NHS Suppliers Bureau** ..... **Purchasing Support**  
The NHS spent £2.2 billion last year in the North West alone on a vast range of goods and services. The NW NHS Suppliers Bureau is funded by the North West Regional Development Agency and the European Regional Development Fund to enable smaller businesses to understand how NHS purchasing works, who the key decision makers are and how to target this sector.  
**0151 644 4720** ..... **www.nwnhsb.org**

**Princes Trust** ..... **Business Start Up support**  
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**Southport College** ..... **Education and Training**  
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**01704 392 827** ..... **www.southport-college.ac.uk**

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**0151 236 6601** ..... **www.train2000.org.uk**

**University of Liverpool Business Gateway** ... **Business Support**  
The University of Liverpool's expertise spans engineering, science, medicine, veterinary science, the social sciences and the arts. Business Gateway is the single point of entry with a team of expert business managers dedicated to assisting organisations wishing to benefit from the wide range of expertise the university has to offer.  
**0151 794 8356** ..... **www.liv.ac.uk/businessgateway**

**Wirral Direct** ..... **Business Support**  
Wirral Direct helps companies to develop and grow in Wirral. It offers business information and advice, including locating business premises, guidance about sourcing financial schemes, links to partners for recruitment and training provision, access to Wirral's business start programme, and ongoing support to help future business expansion.  
**0151 650 6915** ..... **www.wirraldirect.co.uk**

**Womens Business Network** ..... **Business Support**  
Support network for Women in Business  
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