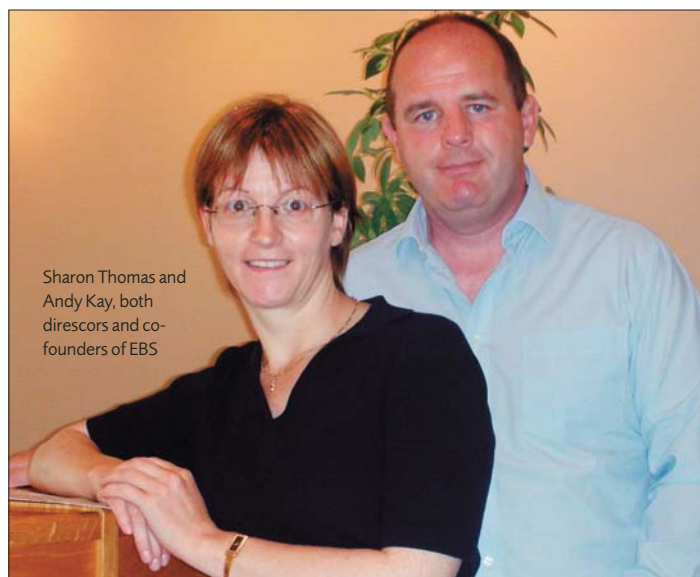




EXCELLENCE IN BUSINESS SUPPORT



Sharon Thomas and Andy Kay, both directors and co-founders of EBS

MARK LANE finds why employing the expertise of Effective Business Solutions (EBS) could have significant impact on your company's performance

One of the key challenges faced by business owners and managers is the ability to combine the operational challenges of running a company with the strategic foresight and skill to take the business forward – profitably – in the long term. So often, a fresh pair of eyes is required. In such a scenario, many firms turn to external management consultants – but end up paying a small fortune for people who have no real life experience of directing and managing a company.

A much more intelligent alternative is to have a chat with Sharon Thomas and her colleagues at Effective Business Solutions (EBS). Sharon, and her fellow director, Andy Kay, are two vastly experienced, hands on professionals who have been there, at the coalface, of the business development process. They formed EBS to provide strategic and flexible business support.

Says Sharon: "The company has been formed to allow the experiences and

knowledge we have acquired through previous roles in food manufacturing to be used to benefit other organisations. With many years of operational experience in the food manufacturing arena, supplying major retailers, we have hands on experience that enables us to bring practical, sustainable improvements and solutions.

"The vision was to make outsourcing business support an affordable and cost effective way of bringing expertise and services into businesses delivering sustainable, effective results across a variety of supportive roles."

EBS always work in close partnership with clients to understand their business and what they would like to achieve – whether it is on longer term projects such as developing the effectiveness and efficiencies of a company or in the provision of day to day interim management support.

When it comes to providing the skill-sets that businesses require, EBS ticks all the right boxes.

Andy Kay says: "I have a particular strength in being able to identify potential operational improvements, either by using previous experiences or challenging current procedures. I am always looking to improve operational processes with the ultimate goal always being to see financial improvements and/or business security.

"To complement these skills, Sharon, from a product development and technical background, is meticulous

about project management. And one can add to this her excellent people skills where she can bring departments together to work as a strong, effective team. Using these skills she works with people to ensure that projects and identified improvements become sustainable. Often this requires the use of standard operating procedures which we will help to implement and coach throughout an organisation. The ultimate goal is for the team to become self sufficient in delivering continuous improvement."

By combining these different personalities and skill sets this allows EBS to support and bring impact across an entire operational structure. Moreover, the flexibility of EBS allows clients to choose the support they require from specific short term projects to more long term development plans.

Continues Sharon: "As a team we have always been passionate about operations and delivering the best with a right first time philosophy. We enjoy the challenges of both the day to day operational tasks alongside the longer term projects which help to lay solid foundations from which business can move forward and continually progress."

Many using external business support services are concerned – understandably – about the cost implications. However, EBS is very conscious of this issue and has developed an affordable solution – no matter who the client might be. Sharon explains: "We are so confident that we

can add to the bottom line of any business that we will, if the client wishes, take an agreed percentage of any profits generated by our activities as opposed to charging for our time. It's a win-win situation."

Andy concludes: "In our opinion there is no substitute for real life experience – and lots of it – when providing the services we offer. We have directed and managed busy factories, introducing products, looking after customers – we understand how hard it is to find time for those long term issues. We are not telling businesses how to run the business we are just giving them a solution and resource to help them move forward profitably and effectively."

EBS offer a variety of services and expertise to ensure that agreed and measurable improvements and goals can be delivered throughout a company, typically these include:

- Profit Improvement
- Improving Operational Efficiencies
- Interim Management
- Managing Change
- Project Management
- Implementing Standard Operating Practices
- Management Restructuring
- Mentoring and Coaching

For more information, please call 07970 166287 or visit www.yourebs.co.uk

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