

Business Mentor Service



Science City York

Are you a knowledge-based SME in York, North Yorkshire or the Humber?

- Are your aspirations for the business unfulfilled?
- Fully-funded, high-level, personal coaching for business leaders, managers and key personnel
- Build business performance by driving capability from within

Key Benefits and Features of Science City York Business Mentoring

It is widely recognised that knowledge-based companies face particular challenges in commercialising innovation, bridging the gap between research and business, and in overcoming critical barriers to growth.

The Science City York mentoring service provides an opportunity for individuals working in knowledge-based SMEs to leverage high level support and benefit from the skills and talents of a team of experienced Business Mentors.

Available at no cost to the individual or the business, the core aim of the new service is to help individuals improve their performance and thus improve the competitiveness and profitability of the business.

The service offering is tailored to the precise needs of the individual, harnessing the skills and experience of the SCY Business Mentors and, as required, tapping into the wider opportunities that exist in the region and beyond for collaboration or knowledge transfer.

The service offered will be flexible and range from short-term assistance to a longer-term relationship where the Business Mentor is effectively 'embedded' in the business. The bespoke nature of the programme enables clients to select from a range of core areas of expertise including:

Key Features

- Experienced business mentor team
- Tailored individual support
- Embedded support for leaders in high growth SMEs
- Facilitation of access to regional networks of support
- Fully funded service
- Totally impartial and confidential service

- Strategic planning
- Process improvement
- Operational evaluation
- Sales and marketing
- Professional Development and HR
- Finance and business planning

A Three Level Programme of Support

The Science City York Business Mentor service is offered as a three level programme. All clients will initially be engaged on Level I and then, depending on needs and anticipated outcomes, may progress through additional tiers of support.

Level III	<ul style="list-style-type: none">• Long term embedded support• 80 hours of assistance
Level II	<ul style="list-style-type: none">• Medium term bespoke solution• 40 hours of assistance
Level I	<ul style="list-style-type: none">• Initial engagement• Short term programme• 16 hours of assistance

Contact: SCY Business Mentors **T** 01904 870040 **E** mentors@scy.co.uk

Eligibility and sectoral criteria apply. Please contact Science City York for details.



Project Part-Financed
by the European Union
European Regional
Development Fund

Supported by



The Region's
Development Agency

Introducing the SCY Business Mentor Team

Inherent to the success of the Science City York Business Mentor programme is the knowledge and experience of the SCY Business Mentors. Each is a highly skilled business manager, with skills collectively spanning several priority, knowledge-led sectors identified as key drivers for the regional economy.



Norman Slater

Norman's career spans several director-level and senior management roles across a broad spectrum of key industry sectors to include advanced engineering & manufacturing, telecommunications, construction, speciality chemicals, food & drink, aerospace and environmental technologies.

In addition to significant consultancy experience working with several blue chip multinationals, Norman has worked closely with several key public sector partners such as the White Rose University Consortium and the former Department for Trade and Industry (DTI).

Most recently he has successfully focussed on providing consultancy services to small – medium enterprises. Extensive project management experience includes managing two major DTI biotechnology initiatives providing consultancy to over 400 SMEs in many sectors throughout the UK.

Helen Malton

Helen has a background in a wide range commercial roles within the life sciences, biopharma and biotechnology industries, including working as a European Sales Director and Sales Manager for GE Healthcare, and Amersham Biosciences. She specialised in the field of biological molecule purification, working at all scales from research to full industrial manufacture of biopharmaceuticals.

She brings to her role over 12 years experience of developing sales strategies and expertise in new market development, key account relationship management, new product/technology introduction, strategic sales, competitive negotiations, and revenue growth.

Most recently, working as a personal development professional, Helen has focussed on conducting effective training sessions, and taking companies to new levels of success through building teams.

Nick Dunlop-Jones

Nick's career to date has included international, senior management roles in R&D, marketing and strategic management, with additional experience in business consulting, forming strategic alliances, and mentoring technology-driven SMEs.

He has worked in international blue chip companies, covering sectors such as speciality chemicals, paper, packaging and print, and industrial biotechnology. A previous long-standing career with Clariant International's paper chemicals business spanned various technical and business roles, including Head of Research and Technical Support and Global Product Line Manager, responsible for an international business and culminating in his appointment as the Global Marketing Manager based in Switzerland.

In 2007 Nick left Clariant and formed Canda International, a global consulting company with a proven track record of success in supporting SMEs.

SUPPORTED SECTORS

Businesses operating in the following sectors are eligible for the Science City York Business Mentor service:

- Construction • Logistics • Creative & Digital • Advanced Engineering & Materials
- Food & Drink • Chemicals • Environmental Technologies • Healthcare Technologies
- Sports • Financial & Business Services

DOES YOUR BUSINESS QUALIFY AS AN SME?

If your business meets the following criteria then it is considered as a Small or Medium Enterprise (SME):

- Has less than 250 employees
- Has an annual turnover of less than €50M (circa £44M) and/or a balance sheet total of less than €43M (circa £38M)
- No single external individual or business owns more than 25% of the capital or voting rights*

* You may still qualify as an SME but detail of ownership will need to be assessed

GEOGRAPHIC AVAILABILITY

Any individual working in an SME located in York, North Yorkshire or the Humber operating in one of the defined sectors is eligible to receive the Business Mentor service. The Humber is the combination of East Yorkshire, North Lincolnshire and North East Lincolnshire.

Capacity restrictions may mean that the service is not immediately available. In this case, you will be placed on a waiting list and contacted as soon as resource becomes free.

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