



Building Locally
Competing Globally

Belfast Benchmarking Club

Showcasing best practice

November 2007

Introduction

Benchmarking is about learning, sharing information and adopting best practice to bring about invaluable changes in your performance.

At its simplest, benchmarking is about improving your business by learning from others.

The Belfast Benchmarking Club aims to disseminate up-to-date information on the 'hot' topics affecting larger businesses in Northern Ireland today.

How will it help me?

Aside from the value of the information disseminated, the Belfast Benchmarking Club also provides an opportunity to network with other businesses and conduct site visits to improve benchmarking capability, as well as getting to know your Invest NI representatives.

How does it work?

The club meets around every six to eight weeks at various sites throughout Northern Ireland.

Each meeting begins with lunch at 1.00pm, and is usually followed by a presentation about a topic that the group have enquired about, or a site visit to a local business that the group have expressed an interest in.

A typical meeting lasts for three hours.

How much does it cost?

There is no direct cost to participating businesses. However, a commitment of time is required.

Who is eligible?

The Belfast Benchmarking Club is available to the all Invest NI clients that have in the first instance participated in our Business Health Check.

The service is most likely to benefit larger businesses keen to learn new methods and benchmark against other larger businesses.

The service may be available for businesses that have not undertaken an Invest NI Business Health Check. However, they must undertake a Business Health Check within six months following agreement.

Becoming an Invest NI client

To qualify as an Invest NI client company, your business must meet certain criteria.

You should typically be from the manufacturing or international tradeable sectors and be able to demonstrate that currently, or over the next three years, your business will have:

- total sales of over £100,000 a year;
- sales outside Northern Ireland of greater than 25 per cent of turnover **or** greater than £250,000 a year; and
- the capability and willingness to work with Invest NI.

If you are not an Invest NI client, but can satisfy the above criteria and would like to become one, please contact the Invest NI office in your area.

Full details can be found at www.investni.com.



Contact

Please contact your Client Executive if you feel your business will benefit from this service. Alternatively you can also contact:

Business Improvement Services
Invest Northern Ireland
Bedford Square
Bedford Street
Belfast BT2 7ES

T: 028 9069 8100

E: BSinfo@investni.com

nibusinessinfo.co.uk

Invest NI has launched a new online information and support facility, **nibusinessinfo.co.uk**

This web site provides all Northern Ireland businesses and entrepreneurs with free access to an extensive source of essential business information.

nibusinessinfo.co.uk provides 24x7 advice, information, guidance and signposting, with over 5,000 fact sheets and over 70 interactive tools on offer. Every aspect of setting up and running a business is covered, from the earliest days of developing a business idea to the legal issues involved in selling a business concern.

nibusinessinfo.co.uk also features case studies showing how local businesses have handled particular business challenges.

nibusinessinfo.co.uk provides you with a single point of access for all your business information needs, freeing up time for to concentrate on running operations.