



Business Health Check

The first step in helping your business to grow

November 2007

Introduction

Do you really know how healthy your business is? Would you benefit from taking a fresh look to see what shape your business is in?

The Invest NI Business Health Check is designed to help you do so.

It asks some key questions about your business, highlights areas of potential weaknesses and points you in the direction of relevant help and support.

By identifying your strengths and business improvement needs, we can help you focus valuable resources on the activities that deliver the most benefits for growth and profitability.

Because it acts as a catalyst for all our other support and learning interventions, the Business Health Check service is usually the first step in the way we engage with our client businesses.

How will it help me?

The Business Health Check will help you to form a picture of how your business is performing against similar organisations in the UK, Ireland, Europe and beyond.

It will also help your business to:

- identify industry benchmarks, key themes and specific areas for improvement;
- develop a plan to support growth, profitability and business value; and
- define the appropriate level and type of support and advice needed to support profitability and growth.

How does it work?

The service is delivered through one-to-one consultations with you Client Executive and specialist advice.

Step 1

You contact your Client Executive, who will select the appropriate expert in your field of operation to help you complete the Business Health Check analysis.

Step 2

Carry out the Business Health Check analysis. It will consist of two strands:

- a qualitative assessment using the EFQM Excellence Model; and
- a quantitative benchmark using the DTI Benchmarking Index and Wave Innovation Snapshot.

Step 3

Your assigned expert generates a report assessing the performance of your business and identifying the prioritised areas for improvement.

Step 4

Together with your Client Executive, you agree an improvement plan specifically tailored to your business.

How much does it cost?

This service is free of charge.



Who is eligible?

The Business Health Check is available to all Invest NI clients that:

- have an idea of their future direction;
- have the desire to improve or change their business and the structure and the systems in place; and
- are evolving to allow for progress.

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.