



Chelmsford City
Showcase
for Business

Complete guide

Wednesday 18th November 2015

General information



Hylands House, The Grand Pavilion and Car Parks

Contact numbers for Hylands Estate:

Primary contact number:
Duty Manager 01245 605506
Secondary contact number:
Hylands House office 01245 605500

Emergency Procedures

- Emergency Procedure notices are posted in every room in the House - please familiarise yourself with the content
- In the event of an emergency a continuous warning bell will sound – please observe the Fire Exit routes and Assembly Points. Hylands Estate staff will assist and direct delegates in the event of an emergency
- Delegates requiring other assistance including First Aid should contact the event organiser or a member of Hylands Estate staff
- To assist the emergency services nobody should leave the Assembly Point or attempt to re-enter the building until advised to do so



Councillor Neil Gulliver
Cabinet Member for
Planning and Economic
Development
Chelmsford City Council

Welcome to the seventh annual Chelmsford City Showcase for Business here again at Hylands Estate. Today's chosen date of 18th November falls during Global Entrepreneurship Week when thousands will be participating in business events across the globe with the theme of 'Make it Happen!'

This event is hosted and organised by Chelmsford City Council's Inward Investment, Economy & Growth team in partnership with the Chelmsford Business Forum, the Federation of Small Businesses, Essex Chambers of Commerce and Chelmsford City Council's Hylands House and Grand Pavilion.

Our media partners are the Essex Chronicle Media Group and the print/signage is kindly provided by The Printing Place.

The Chelmsford City Showcase for Business follows its highly successful one-day format, designed to demonstrate the extent of business support and the range of commercial opportunities available.

Starting with the Business Breakfast briefing sponsored by the Essex Chambers of Commerce for preregistered guests, the day provides you with valuable business advice and guidance. Six useful and

inspiring seminars, two imaginative workshops and 56 exhibition stands offer a range of support and ideas helping you to 'Make it Happen!'.

Xavier Woodward, Marketing and Communications Manager for DP World will be the guest speaker at the Essex Chambers of Commerce Business Breakfast briefing.

We are pleased that the Federation of Small Businesses are sponsoring the business networking lunch for preregistered delegates with their guest speaker, Alex Golledge, Bank of England Deputy Agent for South East & East Anglia.

Throughout the day, there will be opportunities to network with fellow business people.

This Showcase continues to build on Chelmsford's accelerating profile and success since being granted city status in 2012. This is a time for Chelmsford to think about its bright future, and we hope this event will give you insights that will benefit you in planning yours.

I hope you enjoy the day and wish to thank you, and all of our contributors, for continuing to support the Chelmsford City Showcase for Business.



Breakfast briefing

Business Breakfast briefing

Chelmsford Business Forum Open meeting

7.30am to 8.00am Registration and light breakfast

Terrace Room - Breakfast / Networking

8.00am to 9.00am

Banqueting Room - Presentation



Essex Chambers of Commerce are delighted to once again sponsor the Chelmsford City Showcase for Business with a breakfast in association with DP World London Gateway.

Denise Rossiter
Chief Executive
Essex Chambers of Commerce

This annual event is now firmly on the business calendar and provides a great opportunity for local businesses to network and build contacts whilst promoting the benefits for business within the city of Chelmsford and the surrounding areas. We are delighted to welcome Xavier Woodward, Communications Manager of DP World London Gateway, who are one of our patrons, to talk about the development and operation of the port and logistics park.

Essex Chambers of Commerce are proud to be the voice of Essex businesses, large and small, and excel in providing events, business support and new business opportunities across the county. We also pride ourselves in lobbying at local and national levels such as investment in our county's rail and road infrastructure. Our thriving International Trade department supports Essex companies wanting to develop an international presence and expand their businesses into new markets across the globe with documentation, certification, support and trade development.



Xavier Woodward
Marketing and
Communications Manager
London Gateway

London Gateway focuses strongly on communicating with global media, shipping lines, logistics customers, politicians, local communities, supply chains, regulatory stakeholders and many other organisations with a role to play in the project's success. As well as leading corporate communications and marketing for London Gateway, Xavier is responsible for internal communications.

He previously managed communications for the global engineering and design consultants Arup and Mott Macdonald, communicating complex infrastructure projects such as new motorways, railways, power stations and residential/commercial developments to a variety of audiences



Federation of Small Businesses - networking lunch



David Bell
Regional Chairman
Federation of Small Businesses
(FSB)

The FSB are proud to be this year's Chelmsford Showcase lunch sponsors and we look forward to welcoming everyone to enjoying a great lunch courtesy of the FSB. Following lunch our Regional Chairman, David Bell, will be presenting a brief overview of the success in business throughout our region and how the FSB can help support and develop your business.

The FSB is the UK's leading business organisation, with around 200,000 members. It is non-party political, and its main objective is to promote and protect the interests of the self employed and small firms. This is achieved through two distinct channels – lobbying and member benefits. The FSB is committed to delivering a wide range of high quality, good value business services to its members. FSB membership advisors will be on hand on the FSB stand throughout the day to discuss the benefits of FSB membership, and what the FSB is doing locally to campaign for a better deal for small businesses. For full details please visit www.fsb.org.uk/benefits.



Alex Golledge
Deputy Agent South East and
East Anglia
Bank of England

The Outlook for the UK Economy

Alex will present a brief update on the UK's economic performance and a forecast for the outlook based on the latest published information from the Bank of England and other sources. The role of the Bank of England regional agents is to gather market intelligence and trends to regularly feed into the Monetary Policy Committee.

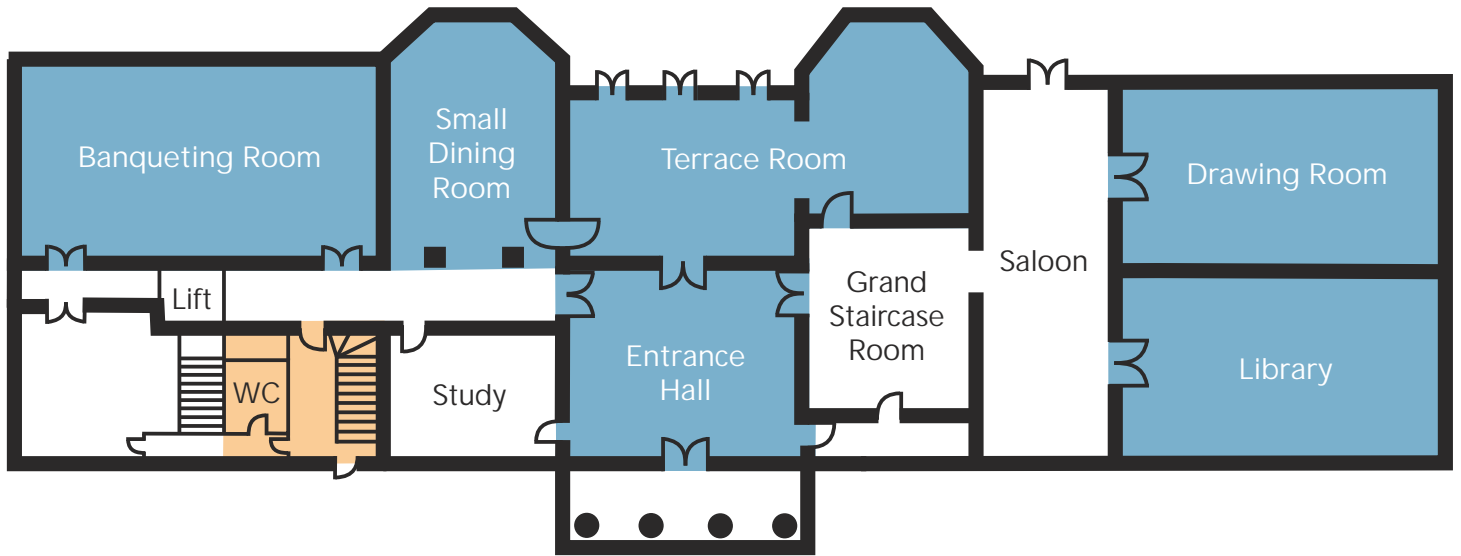


Outline programme

Main Events

7.30am - 8.00am	Terrace Room	Chambers Business Networking Breakfast (pre-booked guests only)
8.00am - 9.00am	Banqueting Room	Chambers Breakfast Business Briefing (pre-booked guests only)
9.30am	Grand Pavilion	Official Opening by the Mayor of Chelmsford
9.30am - 4.30pm	Grand Pavilion	Exhibition, Trade and Networking Zones open
10.00am – 11.00am	Banqueting Room Drawing Room	Seminar Seminar
11.30am – 12.30pm	Banqueting Room Drawing Room Library	Seminar Seminar Workshop
12.00pm – 1.00pm	Terrace Room	Federation of Small Businesses sponsored lunch (pre-booked guests only)
1.00pm – 2.00pm	Banqueting Room	Federation of Small Businesses presentation (pre-booked guests only)
2.30pm - 3.30pm	Banqueting Room Drawing Room Library	Seminar Seminar Workshop
3.30pm - 4.30pm	Grand Pavilion Bar Area	Happy Hour Join the organisers for some refreshments, business card draws, exclusive deals and see which stand is Best in Showcase
4.30pm	All areas	Showcase closes

Hylands House layout



Programme



Seminar 1
10.00am - 11.00am
Banqueting Room
David Bell
The Speaker Expert -
How to Speak and Present Like an Expert



Seminar 6
2.30pm - 3.30pm
Drawing Room
Paul Wearmouth
Getting the Sales that Others
Can't Get



Seminar 2
10.00am - 11.00am
Drawing Room
Alison Charles
Stuck in One Gear



Nick Looby



Andrew Lewis

Workshop 1
11.30am - 12.30pm
Library

Nick Looby and Andrew Lewis
Enhance your impact, productivity and bottom line



Seminar 3
11.30am - 12.30pm
Banqueting Room
Mandie Holgate
Make it Happen
(Without A Magic Wand)



Seminar 4
11.30am - 12.30pm
Drawing Room
Alex Menhams
Creative thinking to boost
business performance.
The Strategic Role of Creativity



Workshop 2
2.30pm - 3.30pm
Library
Leonardo Wood
Make it Happen Online



Seminar 5
2.30pm - 3.30pm
Banqueting Room
Emma Stroud
Improvise Your Way to
Business Success

Out of courtesy to fellow delegates mobile phones should be switched off or set to silent when attending presentations, seminars and workshops.

Thank you for your co-operation.

Seminar 1 10.00am - 11.00am Banqueting Room

David Bell
The Speaker Expert - How to Speak
and Present Like an Expert

Do you fear public speaking? Would you like to learn how to speak & present like an expert?

Do you want to gain confidence so that you can stand up at a meeting and deliver an elevator pitch that will be remembered, different and interesting?

Or maybe you want to perfect a ten-minute presentation or prepare for that make or break sales presentation next week.

David Bell from 'The Speaker Expert' will be sharing his biggest secrets to delivering killer presentations that he has learned, polished and perfected over the past twenty years since starting his very first business.

David will cover all the little things that are important about speaking, but will also share so much more, including all the things he has learned the hard way. Such as things going wrong but you have to carry on!

This seminar will teach you some of the most important skills and techniques to help you make yourself look like the go-to expert.

Here are some of the things David will cover during your short time together:

- Building confidence to stand up in front of an audience
- How to instantly engage the audience in the room
- Techniques to make you look like an expert when presenting
- The top 10 secrets to amazing presentations
- Death by PowerPoint, no more... How to use PowerPoint to captivate your audience
- Plus much more...

If you would like to learn more about David's journey then visit www.TheSpeakerExpert.com

Seminar 2 10.00am - 11.00am Drawing Room

Alison Charles
Stuck in One Gear

Are your staff or you suffering from stress? Are you feeling the pressure of running your own business and balancing that with your personal life?

People who are likely to suffer from stress are the good and the great, those that are too strong. The ones that always say yes, the ones you always turn to in a crisis, the ones that are driven and push themselves constantly. Yes, you have guessed, people just like you and me. It might help to know you are in very good company. You are up there with Isaac Newton, Edgar Allan Poe, Ludwig van Beethoven and Winston Churchill to name but a small few.

In this talk Alison will share some of her own experience, having had a nervous breakdown in 2011 and bounced back, to not only return to work but went on to start her own business. She will help you understand what you can do avoid this situation happening to you. She will explain how to get your staff or yourself reintegrated successfully back into the workforce and life in general after a stress related illness.

Most importantly she will share her 5 top tips to developing resilience so you can not only manage stress better on a day to day basis but you can even turn it into your friend.

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Thank you for your co-operation.

Seminars

Seminar 3 11.30am - 12.30pm Banqueting Room

Mandie Holgate
Make it Happen
(Without A Magic Wand)

Mandie Holgate:
Business Coach and founder of the Business
Womans Network: www.mandieholgate.co.uk

Many business owners have big goals, dreams and ambitions. But not everyone gets the results they work so hard for.

To make it happen you need to be able to effectively deal with change. However change is easier said than done.

Find out what stops you taking action and turns you into a procrastinator.

Learn why your big goals for this year never happened.

Discover the hidden obstacles that could be impacting on your success.

No one seems to have enough time or money to do what they want, however somehow some people make things happen, achieve their goals and get where they want to. Regardless of the life obstacles that get thrown at you and without a magic wand.

Mandie Holgate, Founder of The Business Womans Network, found success as a business coach and even came to the attention of national press and the Home Office for motivating business women. 3 auto immune diseases and Fibromyalgia, 2 kids and a dog do not stop her from getting the results she wants in her business or her life. Learn the techniques and ideas that empower, motivate and create real action for herself and her clients.

A recent delegate said "with 25 years in corporate finance, I can honestly say that it was the best, most inspirational talk I have ever seen - male or female!"
www.thebusinesswomansnetwork.co.uk

Seminar 4 11.30am - 12.30pm Drawing Room

Alex Menhams
Creative thinking to boost business performance. The Strategic Role of Creativity

The world is changing at an ever increasing pace, but the decisions we make and the behaviours that we display are based on models of "reality" which are based on our understanding of the out-dated patterns from the past. We MUST find ways of challenging these patterns, to free up our thinking, to generate fresh and novel (i.e. creative) ideas that then feed innovation.

By identifying the key blocks to creativity, it is possible to develop strategies to overcome them, and then to release the creative potential of every member of staff.

The presentation will explore the following topics:

1. Blocks The thinking process
 The brain as a patterning system
 Mind set
2. Solutions Playfulness
 Creative Charter
 Creative Problem Solving
 Techniques

Attendees will leave understanding the role of creativity within a business environment, and have an understanding of practical steps for its implementation.

Case studies will be provided to demonstrate, without doubt, the benefits of introducing a culture of creativity.

Seminar 5 2.30pm - 3.30pm Banqueting Room

Emma Stroud
Improvise Your Way to Business
Success

- Tongue tied? Second-guessing your thoughts before you speak? Fear of speaking off the cuff?
- The ability to 'think on your feet' is vital to your success. Without the confidence to do so, you limit your business progression. It requires the skill to 'IMPROVISE'.

We 'IMPROVISE' everywhere: conversations, meetings, interviews, presentations!
Come to this workshop if you want to:

- Increase your confidence in performance-driven situations
- Eliminate your fear of speaking 'off the cuff' so your knowledge shines through
- Securely respond to the unexpected
- Acquire the skills, mind set and poise to react with assurance

This workshop will be interactive, fun and engaging. Using various improvisational games there will be an emphasis on how skills can be taken into any environment.

Emma set up Pitch Perfect Club (www.pitchperfectclub.com) in 2012, along with her business partner. Pitch Perfect Club is an exclusive public speaking network for business owners, entrepreneurs and directors. Pitch Perfect Club makes presenting and public speaking easier, helping you stand out from the crowd.

Emma has helped senior executives present better for over 10 years. She brings a wealth of experience from business and the performing arts industry. She still performs professionally, and launched her one-woman show in October 2015.

Seminar 6 2.30pm - 3.30pm Drawing Room

Paul Wearmouth
Getting the Sales that Others Can't
Get

Selling has changed. It's no longer about the hard sell, the "Amazing Product" or the lowest price, it's about real human interactions, positive human influence and an experience that makes the client your walking, talking, advertising campaign!

In this presentation Paul will demonstrate how to boost and optimise your sales performance and effectiveness by focusing you, the sales person! In 5 key areas that form the corner stones of our selling ability, Paul will share how you can gain the belief, confidence and drive to get the sales that are out of reach of others.

By learning how to direct our own and our client's attention, deal with the things that hold us back and understand how we are selling ourselves to each client, you will come away with a unique insight in to how you can sell more, and sell better with immediate effect. Through real life examples and experience Paul will show you the new way to boost your sales in almost every sales arena.

Paul Wearmouth is a respected author, coach and professional speaker who has spent over twenty years working with some big names in the UK Retail industry, successfully managing multimillion pound stores and business divisions and growing them year on year. Paul's keynote speeches and workshops are for people who want real results. He shares with his listeners that true success is forged in the moment, not the past, nor the future, its right here, right now! From Creating Sales Excellence and Speaking Your Clients Language to Team Motivation and Focus, Paul shares a very clear and high energy message of how to liberate untapped drive, enthusiasm and potential in a way that connects with his audience on a very personal level.

Workshops

Workshop 1 11.30am -12.30pm Library

Nick Looby and Andrew Lewis
Enhance your impact, productivity and
bottom line

Designed for busy professionals who want to think more powerfully, make better decisions and increase their clarity of thought.

We will be exploring two dynamic and potent strategies to enhance your impact, your productivity and your bottom line.

Using Edward de Bono's 6 Thinking Hats which

'may well be the most important change in human thinking for the past twenty-three hundred years.'

and the Art of Mind Mapping, we will mix advanced psychology and the creative recording of ideas to simplify the complex and open the door to new ideas and concepts.

If you want to achieve powerful solutions, greater success, increased sales then this workshop is for you.

Join Andy and Nick and enjoy a fast paced, hugely interactive and highly rewarding hour of adventure. Time will be tight so we are looking for people who are up-for-it to attend.

We think this will be a thrilling session, and as a guiding light both Nick and Andy agreed this needed to be a Workshop we would both want to attend. We have a Facebook page dedicated to this Workshop, and you will find links and comments on that site at:

www.facebook.com/chelmsfordshowcaseworkshop.

Workshop 2 2.30pm - 3.30pm Library

Leonardo Wood
Make it Happen Online

Create Your '1-Hour' Digital Marketing System & Make It Happen Online Too!

This will be a unique workshop, to help you create your own '1-Hour' Digital Marketing System that you can follow, or your staff can follow, to help you generate more Leads, Customers and Repeat Sales using the Internet and Internet based tools, such as: Your Website, Blog, Google, Facebook, Twitter, LinkedIn, YouTube & Bulk Email Software etc.

Essex based Information Marketing Trainer, Leonardo Wood will help you create an easy to follow, step-by-step system to take your Digital Marketing to the next level, which in turn will increase your Sales & Profit... spending just 'One-Hour' per week to start with, which can then be increased as you start to see results from your digital marketing.

Business owners now have dozens of extra 'online' options available to them for generating new business, and like every other business owner, when it comes to Digital Marketing, you and your staff probably don't know what to do for the best – which may mean you're continually losing out on sales opportunities.

During this free workshop, Leonardo will help you create an effective Strategy and System, with instructions that your Staff Members can follow, to help you "Make It Happen Online" too.

Out of courtesy to fellow delegates mobile phones should be switched off or set to silent when attending presentations, seminars and workshops.

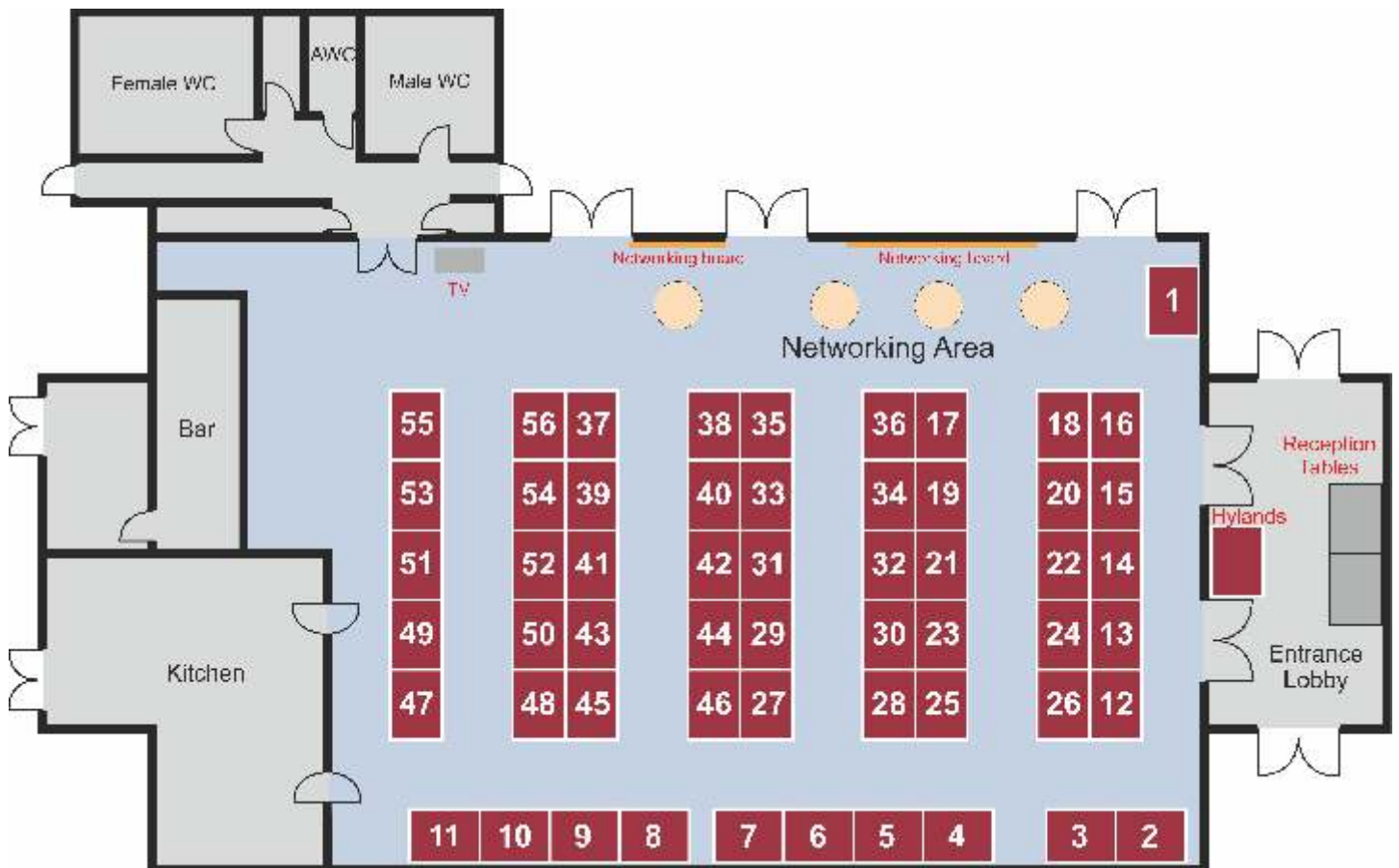
Thank you for your co-operation.



A-Z Exhibitors listing The Grand Pavilion

- | | | | |
|----|--|----|--|
| 32 | AdValue Marketing | 13 | Essex Federation of Small Businesses (FSB) |
| 30 | Anglia Courier Express (East Anglia) Ltd | 31 | Essex Mediation |
| 46 | Anglia Ruskin University and MedBIC | 41 | Essex Wildlife Trust |
| 55 | Backhouse Solicitors | 1 | Event Sound & Light Ltd |
| 36 | Barclays Business Banking | 19 | Fisher Jones Greenwood Solicitors |
| 38 | BEST Growth Hub | 21 | Hays Specialist Recruitment |
| 47 | thebestofchelmsford | 35 | Home School Tutoring |
| 16 | BIZphit | 24 | The Ideas Centre |
| 33 | The Business Womans Network | 7 | Institute of Directors (IOD) |
| 34 | Chelmsford Business Connections | 22 | Ixion |
| 44 | Chelmsford College and Chelmsford Training Services | 42 | Jobcentre Plus |
| 50 | Chelmsford City Council Corporate Sales | 39 | Joyce Solutions Company |
| 50 | Chelmsford City Council Visit Chelmsford | 15 | Kaizen Consultancy |
| 50 | Chelmsford City Council Chelmsford Museums | 28 | Kemsley LLP |
| 50 | Chelmsford City Council Planning Policy Team | 54 | Munro Building Services Ltd |
| 51 | Chelmsford City Council Cultural Events | 6 | The Printing Place |
| 14 | Chelmsford City Council Parking Service | 9 | radius 360 ltd |
| 52 | Chelmsford City Council Trade / Commercial Recycling and Waste Collections | 4 | Rapid 5D |
| 18 | DBS Data | 5 | Rapid 5D |
| 49 | Direct Corporate Design | 37 | Reed |
| 43 | eGenie | 53 | RSM |
| 27 | Enterprise Europe Network | 12 | Simboc Ltd / The Speaker Expert |
| 17 | Essex Chambers of Commerce | 40 | Skills Funding Agency- National Apprenticeship Service |
| 8 | Essex Chronicle | 2 | Spacio |
| 45 | Essex County Council Essex Innovation Programme | 3 | Spacio |
| 48 | Essex County Council Vocational Training Centre | 26 | Spectrum Merchandising |
| | | 29 | Stephen Pitcher |
| | | 56 | Superfast Essex |
| | | 20 | UK Trade & Investment (UKTI) |
| | | 10 | Woodland Group |
| | | 11 | Woodland Group |
| | | 23 | Zero Above |
| | | 25 | Zero Above |

Pavilion exhibitors layout



**Chelmsford City Council
Inward Investment, Economy
and Growth Team**
The IIEG Team 01245 606568
economy@chelmsford.gov.uk
www.chelmsford.gov.uk/business

The Inward Investment, Economy and Growth Team work on a variety of different projects and initiatives aimed at promoting the future economic success of Chelmsford and inward investment in our city. We work closely with the Planning, Community Engagement and Projects Teams. We work with Public Health and Protection Services on the Ask Reg service. We work across the Council and with local businesses, the University and business support organisations to help make Chelmsford one of the best places for business to thrive in. For more information please visit www.chelmsford.gov.uk/business

**Chelmsford City Council
Hylands Estate**
Tamsin Beeson 01245 605500
hylands@chelmsford.gov.uk
www.chelmsford.gov.uk/hylands

Hylands Estate offers the best of both worlds; a beautiful Grade II* listed mansion with meticulously restored rooms and a new Grand Pavilion offering a contemporary alternative. Set in nearly 600 acres of parkland, Hylands Estate provides the perfect setting to host your company's corporate meetings, conferences, product launches or hospitality evenings. Hylands has the flexibility to host functions from 10 to 300 delegates suitable for all your corporate needs. Our professional and experienced team of staff can help you deliver your corporate event, large or small. Contact us to discuss your requirements and to arrange a viewing.

Exhibitors

1 **Event Sound & Light Ltd**
Nigel Hills 01245 863863
nigel@eventsoundandlight.com
www.eventsoundandlight.com

Event Sound & Light Ltd is a Chelmsford based live events Production Company established in 2003 following the merger of two associated companies.

The company provides the hire, sales and installation of sound, lighting, AV, effects, staging, and ancillary equipment and services together with a full event management service. From the day hire of a single microphone through to a complete event package we can provide the necessary equipment and expertise. Concerts, Festivals, Tours, Theatre Shows, Country Shows, Exhibitions, Conferences etc. are catered for throughout the UK and beyond.

We are also specialist live venue installers providing complete systems, upgrades, refurbishments or individual items of equipment.

Please contact our business team to discuss your requirements.

2 **Spacio**
Glen Dormer 01245 320900
3 glen.dormer@spacio.co.uk
www.spacio.co.uk

Spacio have been designing and building efficient and dynamic workplace environments for over 30 years and have become the city's leading specialist for office refurbishment, new office fit-out and office furniture solutions. We have worked for organisations of all sizes, in a diverse range of industry sectors throughout Essex and London. Spacio offer unrivalled experience and expertise.

Our workplace consultants, design and space planning team will optimise your new or existing office space and create a fabulous workplace to improve productivity, maximise space utilisation and raise your client perception. Recent Chelmsford projects include: Essex Cares, Bellway Homes, Bird Luckin, Visteon, Galliford Try, Linden Homes, Seventeen Group, Benefit Cosmetics, Farleigh Hospice, Birketts, Prysmian, Fisher Jones Greenwood, ECC and Chelmsford City Council. Our Design Centre Showroom in South Woodham Ferrers provides a wealth of inspiration for your project and the 'real life' set-ups enable you to invest in your workplace with confidence.

4 **Rapid 5D**
Tracey Hind 01245 809131
5 tracey.hind@rapid5d.com
www.rapid5d.com

Rapid5D are the authorised UK distribution partner for the Trimble Buildings Portfolio. Rapid5D can offer the most advanced innovative solutions which are tailored to all construction professionals who can benefit from greater efficiency and profitability on construction projects. We provide local customer consultation and outstanding service, personal one to one training and ongoing technical support.

Rapid5D was founded to address the growing demand for 4D&5D solutions and implementation services that provide a totally integrated Building Information Modelling (BIM) environment for construction and engineering. Our aim is to minimise time and risk by implementing our portfolio of solutions that may be used to meet our clients requirements, and to support the Government mandate for 20-30% efficiency gains by 2016 and beyond.

6 **The Printing Place**
Peter Symonds 01245 251001
petersymonds@printingplace.co.uk
www.printingplace.co.uk

Once again we are delighted to be the chosen printer for 'Chelmsford City Showcase for Business'. We print for public and private sector customers regionally and nationally, our advisors can show you samples of our work and explain how we can save you time and money.

We have now installed a second brand new digital press which has been producing superb quality print, comparable to that from a conventional printing press but without the expensive set-up cost, which makes it an ideal solution for 'short runs'.

Instantly available free on-line price estimates for most printed items available at www.printingplace.co.uk. The PRINTING PLACE Ltd... for a consistent, reliable service, on time, every-time!

7 **Institute of Directors (IOD)**
Tina Weavers 07779 782970
admin.essex@iod.net
www.iod.com/essex

The Institute of Directors (IoD) is the UK's largest organisation for professional leaders, with individual members ranging from entrepreneurs of start-up companies to directors in the public sector, owners of small family firms and CEOs of multinational organisations. The Essex Branch has almost 1200 members and has a programme of exciting events to add value to their membership. With over 100 years' business experience, we know how to help you with timely and relevant support when and where you need it.

8 **Essex Chronicle**
Jo Beetlestone 07770 535125
Johanna.beetlestone@hertsessexnews.co.uk
www.essexchronicle.co.uk

The Essex Chronicle has been publishing for more than 250 years, making us one of Britain's oldest surviving newspapers and the longest established county business.

Today we are no longer just a newspaper, but a 24/7 multimedia operation providing news, sport entertainment, lifestyle, classifieds and essentially everything Essex, at essexchronicle.co.uk.



9 **radius 360 Ltd**
Adrian Nash 01245 231488
Adrian@radius360.co.uk
www.radius360.co.uk

radius 360 is an established learning and development specialist based in Essex. Founded in 1998 the company has built a distinguished international reputation for getting results through targeted learning which has been founded on strong facilitation skills, developing world class training resources, and through collaborative partnerships with lead support organisations that include Insights Discovery® and the Institute of Leadership & Management.

Our purpose is to be trusted advisers and inspirational trainers for all customers through the intelligent fusion of contemporary learning and development. To improve performance in all aspects of people skills including managing, motivating, communicating, caring for customers, team-working, relationship building, leadership, selling and much more, radius 360 is the stand out Learning and Development provider in Essex.

10 **Woodland Group**
Sean Kirby 01245 619900
11 sean.kirby@woodland-group.com
www.woodland-group.com

The Woodland Group are a leading global freight forwarder and supply chain specialist. The Group's HQ is based in Chelmsford, Essex and is supported by seven regional offices and warehouses strategically situated around the UK. The Woodland Group also has offices in the USA, China and Ireland.

Woodland Group provides worldwide air, road and sea freight services with clear strengths in the Asia-Pacific, USA and European markets, with dedicated contact logistics and fulfilment services in the UK. Sponsors of Essex CCC and Chelmsford Rugby Club, we are proud to be associated with Chelmsford and are keen to work with more local businesses.

Exhibitors

12 **Simboc Ltd / The Speaker Expert**
David Bell 0333 1500 136
dbell@TheSpeakerExpert.com
www.TheSpeakerExpert.com

Did you know that the biggest fear is public speaking; it ranks higher than death on survey polls?
Are you looking for that confidence to stand up in a room full of people and introduce who you are and what you do without feeling embarrassed or nervous? Are you striving to perfect or polish your business pitch? Maybe you have a presentation approaching for a client that could seal the next big deal and need to get a second opinion on what you're going to say?

The Speaker Expert is here to help, just like superman saves the world! If you want to learn just the basics or become the next global speaker, we are here to support you.

13 **Essex Federation of Small Businesses (FSB)**
David Bell 07970 719367
David.bell1@fsb.org.uk
www.fsb.org.uk

The FSB is the UK's leading business organisation, with around 200,000 members. It is non-party political, and its main objective is to promote and protect the interests of the self employed and small firms. This is achieved through two distinct channels – lobbying and member benefits.

The FSB is committed to delivering a wide range of high quality, good value business services to its members. FSB membership advisors will be on hand on the FSB stand throughout the day to discuss the benefits of FSB membership, and what the FSB is doing locally to campaign for a better deal for small businesses. For full details please visit www.fsb.org.uk/benefits

14 **Chelmsford City Council Parking Service**
Alistair Turk 01245 606255
carparks@chelmsford.gov.uk
www.chelmsford.gov.uk/parking

Convenience

- ✓ 19 city centre car parks
- ✓ 2 park and ride sites
- ✓ All day parking offer

Safe

- ✓ All car parks have CCTV coverage
- ✓ All have the Park Mark safer parking award
- ✓ Very low crime rates

Investment

- ✓ Undertaking major upgrade of parking equipment
- ✓ Continued investment in car parks
- ✓ Upgrading CCTV coverage

Flexibility

- ✓ Variety of payment methods
- ✓ Helpful staff
- ✓ Extended operating hours

Affordable

- ✓ Park and Ride
- ✓ Season tickets (permits)
- ✓ Market tested prices



15 **Kaizen Consultancy**
Mr Tony Catchpole 07968 390847
enquiries@kaizen-consultancy.co.uk
www.kaizen-consultancy.co.uk

Welcome to Kaizen Consultancy, all our Products and Services are delivered by professional and highly qualified consultants who have a passion for business excellence.

We work with a number of clients throughout Essex, Suffolk, Norfolk and the City of London.

Working in the private and public sectors we offer Consultancy and Training in:-

- ✓ OHSAS 18001 Health and Safety Management
- ✓ ISO 9001 Quality Management
- ✓ ISO 14001 Environmental Management
- ✓ Lean-Six Sigma, DMAIC Continuous Improvement
- ✓ CHAS, Safe Contractor, FORS and ESOS compliance.

We offer a bespoke service at your pace that will give you success with your business compliance.

16 **BIZphit**
Graham Clarke 01245 835085
graham@bizphit.co.uk
www.bizphit.co.uk

At BIZphit we help our clients to produce compliant tender responses covering all aspects of the tender process, including finding tender opportunities, completing the Pre-Qualification Questionnaire and the Invitation to Tender.

BIZphit can put your business on the starting blocks for growth and guide you to get tender fit ready to engage and win lucrative private and public sector contract opportunities. Please ask us about our tender alert service. In addition we provide a range of professional bespoke training courses to support your business growth. We are registered expert Growth Coaches and have access to funding to grow your business.

17 **Essex Chambers of Commerce**
Kim Paxman
Client Relationship Manager South
Patrick Maynard
Client Relationship Manager North
Colchester Office (includes Events Team)
01206 765277
Southend Office 01702 560100
Thurrock Office 01375 265298
enquiries@essexchambers.co.uk
www.essexchambers.co.uk

Essex Chambers of Commerce are the leading business organisation in Essex, covering businesses from sole traders to multi-nationals. As one of 53 nationally accredited Chambers, we play an important role in representing the views and needs of businesses at a local and national level. We are renowned for our year round events, with great networking opportunities across the region, and promote our members interests through our online publications. With offices across the county you cannot afford not to be a Member of Essex Chambers!

18 **DBS Data**
Martin Johnson 01245 397578
martin.j@dbpdata.co.uk
www.dbpdata.co.uk

DBS is an information solutions provider developing datasets, data products and data services driving better business decisions and improving customer acquisition and retention.

We are list owners with both business and consumer data across all contact channels - post, telephone, email and mobile. We specialise in targeted data putting you in touch with your ideal prospects.

We have been pioneering business information solutions and marketing intelligence techniques since 1994. BIG data and the concept of a truly single view is nothing new for DBS. In fact, we have been practicing both for over 20 years.

- Targeted data for direct marketing and Market Research
- Data cleanse and append
- Data verification
- Client file profiling

Exhibitors

19 Fisher Jones Greenwood Solicitors
Penny Hepburn 01206 835215
phepburn@fjg.co.uk
www.fjg.co.uk

Fisher Jones Greenwood Solicitors is an award-winning and innovative law firm based throughout Essex and London, ranked in the Legal 500 and Chambers directories. With over 30 years' experience and 170 lawyers and support staff, FJG provides a comprehensive range of tailored commercial and private legal services. This includes our online service My FJG (www.myfjg.co.uk), which lets you draft your own legal documents for free with helpful guidance, optional checking service and live online chat.

Our offices in Billericay, Chelmsford, Colchester, Clacton-on-Sea and on Fleet Street are committed to the highest level of customer service for individuals, business start-ups and established companies alike. For more information visit www.fjg.co.uk

20 UK Trade & Investment (UKTI)
Pat Smith 01707 398398
info@uktieast.org.uk
www.gov.uk/ukti

UK Trade & Investment (UKTI) staff are experts in helping you grow your business internationally. We provide expert trade advice and practical support to UK-based companies wishing to grow their business overseas. With 2,400 staff and a presence in over 100 countries, UKTI can assist you on every step of the exporting journey. Whatever stage of development your business is at, we can give you the support that you need to expand and prosper.

Through a range of unique services, including participation at selected trade fairs, outward missions and providing bespoke market intelligence, we can help you crack foreign markets and get to grips quickly with overseas regulations and business practice.

21 Hays Specialist Recruitment
Cameron Price 01245 244900
Cameron.Price@hays.com
www.hays.com

Our passion lies in helping people develop their professional careers, in whatever sector they are in; this principle is what makes Hays a world leading expert in powering the world of work.

We believe that the right job can transform a person's life and the right person can transform an organisation. We have the depth of expertise and market insight to offer advice to both clients and candidates.

With 7,800 worldwide, working out of over 239 offices in 33 countries; we share ideas, knowledge and experience across businesses and territories to deliver outstanding results. Last year we placed 53,000 people in permanent jobs and found temporary assignments for 182,000 people.

Working across 25 specialist areas, we have experts recruiting for professions from HR, legal and accounting to technology, construction and energy, meaning we have the breadth and depth of expertise to deliver the people you need.

22 Ixion
Natasha Church 07711 006956
Natasha.Church@ixionholdings.com
www.ixionholdings.com

Ixion is a not for profit company that has delivered Government funded provision since 1995. Ixion has been running the New Enterprise Allowance Scheme for the last four years and has successfully helped to set up over 7,000 businesses to date across Essex, East Anglia, and South London. Ixion are proud to supply SFEDI accredited Business Advisors to Chelmsford City Council to deliver the Chelmsford Enterprise Service- a free service to provide easy to access information and entry-level professional business advice and guidance.

- 23** **Zero Above**
Rik James 01787 267949
rik.james@zeroabove.co.uk
25 www.zeroabove.co.uk

Zero Above are one of the leading digital design and marketing agencies in Essex, delivering brand, website and marketing campaigns across many sectors. Famed for their creativity and innovative approach, their green ethics add true uniqueness to any project. Come and say hello!

- 24** **The Ideas Centre**
Alex Menhams 07931 703783
a.menhams@ideascentregroup.com
www.ideascentregroup.com

The Ideas Centre provides organisations of all types (private sector, public sector, small and large) with the ability to challenge the traditional thinking that traps them within the world of "doing more of the same". We run in-house sessions and train individuals through local Ideas Centre workshops, introducing problem-solving techniques that develop Breakthrough Thinking, allowing organisations to actively find creative solutions and proactively drive innovation.

Thinking will be challenged, stretched, provoked, stimulated by techniques that take even the most conventional, left brain, hard-line problem solvers through step-by-step instruction that will release fresh insights, creative solutions, and take control of the innovation process.

- 26** **Spectrum Merchandising**
Karen Garside 01621 850462
sales@spectrum-merchandising.com
www.spectrum-merchandising.com

Whether you're looking for 1 corporate gift branded with your logo and message for a special client, or hundreds of giveaways to get your brand in front of your prospective clients, we can help. Everything from printed pens, umbrellas and USBs to printed and embroidered clothing. Quick turnaround, friendly service and free set up on some items. Please come and see us for a free gift on stand 26! Working in conjunction with Office Pad, providing you with a bespoke online order processing software.

- 27** **Enterprise Europe Network**
Heather Benham 01707 398183
h.benham@eeneast.org.uk
www.enterprise-europe.co.uk

Enterprise Europe Network East of England offers small to medium sized businesses (SMEs) local access to a wealth of information on doing business, finding collaborative partners, and increasing competitiveness in Europe. Our expertise and services are available free to East of England businesses with ambitions to innovate and grow internationally.

With an extensive business and innovation network made up of almost 600 partner organisations in more than 60 countries in Europe and beyond, our team of local advisers provide support to SMEs, large organisations, universities and research institutes in the East of England to help them improve and innovate.



Exhibitors

28 **Kemsley LLP**
Daniel Butcher 01245 358988
daniel.butcher@kemsley.com
www.kemsley.com

Kemsley LLP is a firm of property consultants and Chartered Surveyors, operating from four offices across Essex and London, where we have been offering unrivalled market intelligence and providing first class property advice for over 200 years. We advise on all types of commercial property as well as development land and agricultural holdings and have a newly formed residential sales department.

We provide full agency advice on all types of property, valuations, rent reviews, lease renewals, and comprehensive property management. With experienced staff in each office, we offer unrivalled market intelligence across the Essex and East London region.

29 **Stephen Pitcher**
Stephen Pitcher 07957 886166
Stephen.Pitcher@sjpp.co.uk

I provide an experienced wealth management service and offer specialist advice in a wide range of areas including:

- Investment planning
- Retirement planning
- Inheritance Tax planning

For further details contact Stephen Pitcher on 07957 886166 or email: Stephen.Pitcher@sjpp.co.uk



30 **Anglia Courier Express
(East Anglia) Ltd**
Grant Crosby 01376 532250
grant@angliacouriers.co.uk
www.angliacouriers.co.uk

We are a dedicated Same-day Courier Service covering Essex, London and Nationwide. Our Same-day Services are used for collections and deliveries of anything from Pallets and Large Flight cased items to small Packages, Letters and Documents. Operating 24 hours a day 7 days a week booking could not be easier. Just give us a call on 0800 849 9966 and one of our experienced team will be happy to guide you through the booking process. We are also used as a Medical Courier delivering urgent samples, equipment and Orthopaedic supplies and as a Scientific Courier for Pathology and Forensics.

31 **Essex Mediation**
Louise Hornagold 01245 492200
louise.hornagold@essexmediation.co.uk
www.essexmediation.co.uk

Essex Mediation is a leading mediation and conflict management provider with a distinctive approach. We are a not for profit organisation who believe that conflict resolution should be affordable and available to all, whatever the dispute.

We provide an alternative solution to resolving conflict. Through the establishment of dialogue and collaboration we work in partnership with you to develop and deliver effective solutions to workplace conflict and commercial disputes.

Workplace Mediation / Commercial Mediation/ Family Mediation/Training / Counselling.

For further information please visit
www.essexmediation.co.uk or call us on 01245 492200.

32 **AdValue Marketing**
Maxine Churchman 01376 583813
info@advalue-marketing.co.uk
www.advalue-marketing.co.uk

Your local specialists in promotional products and corporate clothing.

Let us help you increase your profits through the effective use of Promotional Products. We can also help you reduce your costs on uniforms, printed t-shirts and embroidered clothing.

We offer a free advice and artwork service for everything branded including indoor and outdoor banners and flags, tents and gazebos for events, golf course dressing, and so much more.

We specialise in quality products at competitive prices. Contact us for all your branding, promotional and printing needs.

Members of the British Promotional Merchandise Association so you can buy with confidence.

33 **The Business Womans Network**
Mandie Holgate 07989 935556
mandie@thebusinesswomansnetwork.co.uk
www.thebusinesswomansnetwork.co.uk

The Business Womans Network is a highly successful no membership, no block out network aimed at providing all women in business with proactive networking in a relaxed and motivational environment. Attracting some of Europe's top speakers on business and success.

The BWN coordinators go out of their way to ensure business women get connected and learn the skills they need to succeed. With the right level of structure and now in seven locations, in four counties the BWN is actively looking for more business women keen to get paid to network. Tweet @BWNcouk & learn more about events in your area.

www.thebusinesswomansnetwork.co.uk

34 **Chelmsford Business Connections**
Maxine Churchman 01376 583813
Maxine@advalue-marketing.co.uk
www.chelmsfordbusinessconnections.co.uk

Structured, relaxed, supportive networking at its best.

Join us at the Atlantic Hotel to network over breakfast. We meet every 1st and 3rd Thursday each month from 7am to 8.30am.

Chelmsford Business Connections is an independent, not for profit, group of professionals from in and around Chelmsford. We meet twice a month to build relationships, keep informed and refer business.

Visitors are welcome to attend our meetings so come along and discover the benefits of becoming a member. No joining or annual fees but only one person per profession can join.

For questions or to attend a meeting please contact Maxine Churchman.



Exhibitors

35 **Home School Tutoring**
Sue Ellen Horak
Freephone 0800 6891329
sehorak@homeschooltutoring.co.uk
www.homeschoolsex.co.uk
www.homeschooltutoring.co.uk

Home School Tutoring in Chelmsford was established in 2004 aimed at providing personal tuition and educational services of a high standard for all ages, levels and individual needs.

Now, as an established organisation in Essex, we have assisted many thousands of students in gaining self-confidence and excelling in their exams. Through positive encouragement throughout, we firmly believe that learning is an exceptional experience - at whatever age. Our tutors are Degree qualified, DBS checked and experienced.

We work together alongside children, parents, schools and colleges to encourage, build confidence, progress, understand and succeed. We cater for all examinations/levels: SATS/11+/GCSE/IGCSE/IB/A Level/beyond.

36 **Barclays Business Banking**
Clive Flinders 01245 543733
clive.flinders@barclays.com
www.barclays.co.uk

Barclays Business Banking has more than 800,000 customers. These include a mixture of start-ups, sole traders, partnerships and limited companies with a turnover up to £5m. We helped in excess of 100,000 start-ups over a twelve month period to June 2015.



37 **Reed**
Vicki Cooper 01245 352332
Vicki.Cooper@reedglobal.com
www.reedglobal.com

Reed Specialist Recruitment is a specialist provider of permanent, contract, temporary and outsourced recruitment solutions, IT and HR consulting, across more than 20 specialisms. Founded in 1960 by Sir Alec Reed, REED now operates in Europe, the Middle East, and Asia Pacific. Still family owned and run, REED employs over 3,000 co-members in over 150 locations worldwide.

Each month, more than 3.6 million jobseekers turn to reed.co.uk in their search for work. Through integrating an online and physical presence, REED has created a network of over 6.2 million active jobseekers, helping reed.co.uk to become the UK's #1 job site.

38 **BEST Growth Hub**
Georgia Searle 01702 417765.
georgiasearle@southend.gov.uk
www.bestgrowthhub.org.uk

The new BEST Growth Hub helps businesses in Essex realise their growth potential.

Essex businesses of all sizes, from innovative young enterprises to long-established firms, can access a new business support service from the BEST Growth Hub for free.

Whether starting a new business, growing an existing business or looking for funding, the BEST Growth Hub Team is there to help you. With an enthusiastic team of Business Navigators who are able to meet you at your premises.

For more information speak to one of our Business Navigators today on 01702 417765 or visit: www.BESTGrowthHub.org.uk to register your details.

39 **Joyce Solutions Company**
Mr Paul Joyce 01245 392573.
Paul.joyce@joycesolutions.com
www.joycesolutions.com

IT and Data Centre Infrastructure Services
JSC is a leading provider of professionally managed IT infrastructure services operating in data centres spanning all sectors and geographies.

We specialise in the focussed delivery of data centre infrastructure solutions and services; helping our clients facilitate IT change, delivered to the highest levels of quality, with minimum business impact.

We believe that our expertise, attitude and approach help businesses achieve the best project outcomes and value from their IT investments.

Highly focused on quality, value and flexibility, JSC is ISO9001:2008 certified and the only company in Europe to have been awarded ADISA accreditation for Migration Services.

40 **Skills Funding Agency - National Apprenticeship Service**
Aimee Rodgers
01634 800801 and 07967 393237
aimee.rodgers@sfa.bis.gov.uk
www.gov.uk/apprenticeships

The National Apprenticeship Service, part of the Skills Funding Agency, is the government agency that coordinates the delivery of apprenticeships and traineeships in England.

We are responsible for increasing the number of apprenticeship and traineeship opportunities, providing a dedicated, responsive service for employers. We have a free online system where employers can advertise their vacancies and potential apprentices or trainees can apply.

Apprenticeships bring considerable value to organisations, employers, individuals and the economy. Businesses are increasingly realising the enormous benefits of apprenticeships in developing a highly skilled workforce and boosting productivity and staff retention.

41 **Essex Wildlife Trust**
Michele Farrant
01621 862984 and 07792 097609
michelef@essexwt.org.uk
www.essexwt.org.uk

Essex Wildlife Trust is the county's leading conservation charity. It has more than 34,000 members, manages and protects over 8,200 acres of land on 87 nature reserves, 2 nature parks and runs 10 visitor centres.

The aim of Essex Wildlife Trust is to Protect Wildlife for the Future and for the people of Essex. It is supported financially by members, local businesses and grant making organisations. It is one of the largest of the 47 county wildlife trusts that work together throughout the British Isles as The Wildlife Trusts.

42 **Jobcentre Plus**
Steve Hyde
01245 545045 and 07979 111494
steve.hyde@dwp.gsi.gov.uk
<https://www.gov.uk/browse/employing-people>

Jobcentre Plus has a range of FREE recruitment services that can help employers by providing:

- recruitment advice, including specialist support for small businesses help to reach thousands of candidates through our electronic vacancy posting and matching service
- help with managing vacancies and free access to interview rooms
- access to free training, tailored to meet workforce requirements
- help in setting up work trials to try out potential recruits
- support for businesses to help meet corporate social responsibilities through work experience
- funding and support to help businesses employ and retain disabled people and support from employment schemes in conjunction with our partner organisations

Exhibitors

43 eGenie
John Wood 020 3289 7715
john.wood@egenie.biz
www.egenie.biz

Website owners face two critical problems:

- People cannot find your website
- Those who do find the site don't buy

Summon eGenie to grant three wishes for your website:

- More customers
- More sales
- More profit

You'll start attracting more customers straight away, whilst we work our magic behind the scenes to:

- Run profitable Google & Bing Ad campaigns
- Perform a marketing assessment to ensure your site immediately grabs customer attention
- Make and test changes to website layout and design to encourage purchases

Come and chat with us today on stand 43.

44 Chelmsford College & Chelmsford Training Services
Megan Capon 01245 293174
Megan@chelmsfordtraining.com
www.chelmsford.ac.uk

Established fifty years ago, Chelmsford College is based on three sites. We are a general further education college, offering to young adults and mature students alike in a variety of academic areas. The Chelmsford College group comprises of:

- Chelmsford College
- Chelmsford Training Services
- Lee Stafford Hair & Beauty
- Dovedale Nursery

Princes Room is also part of Chelmsford College and is a fully functioning commercial restaurant open to the local community.

We are always looking for new Business Development opportunities to further our Full time courses or Apprenticeships.

45 Essex County Council
Essex Innovation Programme
Helen Quinnell 07918 904941
helen.quinnell@essex.gov.uk
www.essexinnovation.co.uk

The Essex Innovation Programme

The Essex Innovation Programme (EIP) helps companies, both early stage and established, to develop and exploit their creative and innovative commercial development ideas. The Essex Innovation Programme has been running for nearly 10 years. In that time it has worked with over 1000 companies helping them to start up, bring new products to market and to grow.

How The Essex Innovation Programme can help

A no fee programme providing companies with experienced professional private sector support and networks to help them to grow and commercialise their innovative ideas. The Essex Innovation Programme works with companies at various stages of their operation . . .

- Start ups
- Small businesses
- Established businesses
- Young entrepreneurs

46 Anglia Ruskin University & MedBIC
Tom Bates 01223 695878
businessenquiries@anglia.ac.uk
www.anglia.ac.uk/business-employers

Anglia Ruskin University offer a range of support services for fledgling businesses and those on the cusp of setting up new ventures. A strategic partnership with Anglia Ruskin University can bring valuable knowledge, expertise and resources to your organisation whether it be through a Knowledge Transfer Programme or Internship.

The MedBIC is Anglia Ruskin's Business Innovation Centre for Medical and Advanced Engineering. It's much more than an innovation hub or science park; it's designed to support start-ups and early-stage businesses in the medical and advanced engineering arena realise their full potential.

47 **thebestofchelmsford**
Tom Boshier 01245 701020
tombosher@hotmail.co.uk
www.thebestof.co.uk/chelmsford

At thebestofchelmsford we are passionate about promoting the best recommended businesses in Chelmsford and the surrounding areas. Chelmsford is a great city with many amazing businesses, we are proud to be able to assist the local community in finding these businesses and supporting local events.

We use multiple tools to help these businesses enhance online and local presence. Our latest is the new reviews widget allowing your customers to leave reviews directly on your website, this is of course monitored by us. For more information on thebestofchelmsford give us a call on 01245 701020.

48 **Essex County Council**
Vocational Training Centre
03330 132424
www.essex.gov.uk/adult-learning

The Vocational Training Centre is part of Adult Community Learning Essex, an award winning training provider offering a range of training programmes suitable for businesses within Essex. These include apprenticeships and stand-alone qualifications in leadership and management, children and young people's workforce, business administration, health and social care, customer service, supporting teaching and learning in schools, accounting and bookkeeping. Please visit www.essex.gov.uk/adult-learning



49 **Direct Corporate Design**
Jessica Pickering 01245 328050
Jessica@directcorporatedesign.co.uk
www.directcorporatedesign.co.uk

Direct Corporate Design is the UK's leading manufacturing company in delivering bespoke secure media and services to Central Government, MOD, Police Constabularies and the Health Service.

DCD are also renowned leaders in manufacturing an extensive range of unique printed media products to commercial, marketing and music industries.

With over 30 years' experience in the industry the company has a strong research and development program directed towards advising and guiding clients in the innovation, introduction, and improvement of products and processes.

To find out more on how we can support your business visit our stand and view our website: www.directcorporatedesign.co.uk



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Chelmsford City Council Corporate Sales

Nathan Jones 01245 606348
venuehire@chelmsford.gov.uk
www.chelmsfordcityvenues.co.uk

If you are looking to book a venue in Chelmsford for your event or meeting, we can offer you options to suit your business – from a range of meeting rooms, to large conference centres and presentation theatres.

With spaces suitable for team building, corporate events and entertaining, we are sure to have a venue suitable for your needs.

Please visit our stand to speak with us about our choice of three modern venues, our Georgian country house set in 500 acres of parkland, and the quality service we can offer your business.

Chelmsford City Council Visit Chelmsford

Ryan Mitchell 01245 606279
ryanmitchell@chelmsford.gov.uk
www.visitchelmsford.co.uk

www.visitchelmsford.co.uk is the official visitor website for Chelmsford, Essex.

VisitChelmsford showcases all that Chelmsford has to offer, with the site featuring exciting places to visit, spectacular events to watch, places to stay and the range of delicious food and drink on offer.

If your business would be of interest to people visiting Chelmsford, why not visit our stand to find out how your business can promote itself on the VisitChelmsford website – free of charge!

Chelmsford City Council Chelmsford Museums

Ian Leonard 01245 605707
ian.leonard@chelmsford.gov.uk
www.chelmsford.gov.uk/museums

Chelmsford Museum (which includes the Essex Regiment Museum) is set in the delightful oasis of Oaklands Park off Moulsham Street, and is run by Chelmsford City Council. It is housed in a Grade II Victorian mansion, and includes local, social and natural history displays. Admission is free. The Museum doubled in size in 2010 with the opening of a £5m

contemporary glazed and pale brick extension. This houses displays on Chelmsford's industries and an Education Suite, which is used by schools, but which is also hired out for business and community use. This seats up to 60 people, or can be divided into two smaller rooms.

Chelmsford City Council Planning Policy Team

01245 606330
planning.policy@chelmsford.gov.uk
www.chelmsford.gov.uk/new-local-plan

Chelmsford City Council is preparing a new Local Plan as the current one expires in 2021. This document will guide the growth and development that we will need and must plan for across Chelmsford City Council's area to 2036.

It will identify land for new development including housing, jobs and schools as well as areas for protection, such as open space and sites important for wildlife. The Local Plan will also include new policies to help determine planning applications from household extensions to major new employment developments.

Once adopted, the new Local Plan will replace a number of existing adopted Development Plans including the Core Strategy, North Chelmsford Area Action Plan and Site Allocations Document.

We want your views!

Initial consultation on a new Local Plan is scheduled to start Autumn 2015. This consultation will set out the issues that will need to be considered including numbers of new homes and jobs, and requirements for infrastructure. It will also explore broad location options for new growth.

Please visit our stand to speak to us about the new Local Plan and how to get involved.

Please register your interest in the new Local Plan at <http://consult.chelmsford.gov.uk/portal>. We will then be able to contact you directly about Local Plan consultations.

51 Chelmsford City Council Cultural Events

Liam Rich 01245 606985
liam.rich@chelmsford.gov.uk
www.chelmsford.gov.uk/events

Enhancing the city's cultural offer, the team create outstanding outdoor spectacles, festivals & celebrations – and they invite your business to share in success.

The team devise innovative and multi-award-winning events and market and manage them from inception to completion. Such landmark events reach 35,000 people a year and include the UK's largest outdoor spectacle of its kind "The 3foot People Festival", the creative wonder that is "The Fling Festival" and the hugely popular celebration of international arts, "CITYdiversions".

These are high quality large-scale events that present great business opportunities to raise profiles in the region, engage your staff in community projects and can offer special hospitality experiences for you and your clients. For more information, please contact Liam Rich.

52 Chelmsford City Council Trade/Commercial Recycling and Waste Collections

Suzanne Lawson 01245 615800
suzanne.lawson@chelmsford.gov.uk
Rick Milton 01245 615839
rick.milton@chelmsford.gov.uk
www.chelmsford.gov.uk/tradewaste

All businesses by law have to dispose of their waste responsibly and at least one material from your waste must be recycled, composted or removed before it is sent to landfill.

We make recycling easy for you by providing a tailored waste management plan with dedicated recycling services for your requirements. Recycling diverts waste from landfill which is costly, and we pass these savings on to you. Speak to us about:

- Cutting your business costs
- Improving your environmental performance
- Reducing your carbon foot print

Our professional and experienced team will advise you of the right service for you and your business.

53 RSM Dawn Lay-Flurrie 01245 354402 dawn.lay-flurrie@rsmuk.com www.rsmuk.com

Based in Chelmsford, RSM (formerly Baker Tilly) is a leading provider of audit, tax and consultancy services.

The Chelmsford office has significant expertise and experience across a range of sectors to help businesses grow, succeed and fulfil their ambitions. We empower clients to move forward with confidence and realise their potential.

With around 3,500 partners and staff in the UK, more UK offices than any other firm and access to more than 37,500 people in over 110 countries across the RSM network we can meet our clients' needs wherever in the UK and the world they operate, making us a local firm with national and international strength and the first choice adviser to Essex based businesses.

54 Munro Building Services Ltd Sally Bedwell 07741 312340 sallybedwell@munroservices.co.uk www.munroservices.co.uk

Munro Building Services Ltd is a leading 'complete solution' provider of Mechanical and Electrical Installation and Maintenance services, working in both the public and private sectors.

We provide a fully integrated M&E Project Management service through teams of highly experienced technical staff and engineers. In addition, our Maintenance division provides a dedicated Planned, Preventative and Reactive Maintenance service tailored to meet customer and asset needs.

Our acknowledged industry reputation is built on the expertise of our dedicated management team and staff which coupled with our innovative and forward thinking attitude, delivers truly sustainable engineering solutions and outstanding projects and services.

Exhibitors

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Backhouse Solicitors

Ben Backhouse 01245 893400
info@backhouse-solicitors.co.uk
www.backhouse-solicitors.co.uk

Backhouse Solicitors are a firm of multi-specialist, problem solving solicitors based in Chelmsford, Essex. Our experienced team offer expert help and advice to companies and individuals across Essex, London and the South East of England in all areas of law.

From a standing start Backhouse Solicitors grew rapidly to become a leading employment law and debt recovery specialist solicitors, helping hundreds of clients a year. In June 2015, following a merger with Duffield Stunt Solicitors, our service offering expanded and we are now proud to offer clients a wide range of legal services including:

- Employment Law for Business and Individuals
- Later Life Planning – Wills, Probate, Estate
- Administration, Inheritance Tax and Trusts
- Conveyancing and all aspects of Property Law
- Family Law
- Debt Recovery
- Litigation and Dispute Resolution
- Corporate and Commercial Law
- Business Contracts, Terms and Conditions
- Lasting Power of Attorney and Court of Protection

56

Superfast Essex

Karla Schon
@SuperfastEssex
make.theconnection@essex.gov.uk
www.superfastessex.org

Boost your business with superfast broadband. As part of a national programme, Superfast Essex is working to provide broadband speeds of 24Mbps and above to more than 120,000 homes and businesses in Essex. The programme's ultimate aim is that by 2019, 95% of Essex will have access to superfast broadband.

With many businesses already taking advantage of faster, more reliable broadband, fibre connectivity is having a massive impact for SMEs in particular – helping them enjoy benefits that until now have been reserved for larger corporate enterprises. Visit the Superfast Essex stand to find out how your business can benefit.



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Chelmsford City Showcase for Business 2015
www.chelmsford.gov.uk/showcase

Contact telephone numbers for
Hylands House and the Grand Pavilion

Duty Manager: 01245 605506
Hylands House office: 01245 605500

Contact details for
Inward Investment, Economy and Growth

Chelmsford City Council
Civic Centre, Duke Street, Chelmsford, CM1 1JE

Telephone: 01245 606568
Mobile: 07739 929470
Fax: 01245 606642
Email: economy@chelmsford.gov.uk
Website: www.chelmsford.gov.uk/business
Twitter: @chelmsbusiness

Follow us on



@ChelmsBusiness



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www.chelmsford.gov.uk/showcase