



Case Study – Business Growth

Incrementa helps clients boost annual turnover by £2m

Utility Bidder one of the country's leading brokers for commercial utilities turned to Incrementa, after their rapid growth began creating problems in the business.

- **Problem**

Since its inception the company had been growing at a fast rate, but because of this productivity and effectiveness were not as they should be leading to high product returns and staff turnover. The knock-on effect was the business having to put more money aside to attract, recruit and train new employees.

- **Support provided by Incrementa**

If the correct systems and infrastructure aren't in place, then a company can suddenly start to spiral out of control when rapid growth occurs. Incrementa aims to ensure a company continues to reap the benefits when it grows, rather than it struggle to meet demand.

- Incrementa undertook a review of the company's processes and procedures
- Worked closely with staff, helping to resolve recruitment and employment issues

- **Outcome**

- Operational procedures were overhauled and returns fell from 80 per cent to just 20 per cent
- Staff morale improved and important staff members were retained in the team
- The company achieved an extra £2m turnover in just 12 months after working with Incrementa

- **Testimonial**

"Incrementa provided focused support to enable us to improve the operational efficiencies of the organisation. At the same time, Stuart and his team have played a critical role in supporting our strategic decision and helping us to focus the growth of our business for the next few years."

Utility Bidder

For further information about how Incrementa can help to support your business email enquiries@incrementa.co.uk or call 0116 2793652