

# Calling All Businesses in the Heads of the Valleys region



## Business Challenge Workshop

### Do You Face These Challenges?

- Want to increase profit?
- Find new customers?
- Get repeat business?
- Keep the business running AND implement new ideas?
- Improve cashflow?
- Raise your profile?
- Improve your marketing?

### HOVIP can help

Open to any business based in the Valleys  
(Blaenau Gwent, Caerphilly, Merthyr Tydfil, Rhondda Cynon Taf or Torfaen)

- designed for sole traders, employees, business owners, managers and directors
- in any sector, any industry, including social enterprise organisations

### Workshop Aims

- Creatively find solutions to agreed business challenges
- Use techniques that assist problem solving and identifying business opportunities
- Practice techniques that help you generate & action new ideas
- Improve your understanding of creativity and innovation

### Here's How YOU Can Benefit

- ✓ Potential solutions to your challenges
- ✓ Practical creativity and innovation techniques you or your colleagues can use immediately to get better results
- ✓ Techniques that will also subtly improve team and group working and staff involvement to improve the business
- ✓ Become more motivated
- ✓ Meet and work with people outside your sector

**REGISTER your place on the workshop NOW.**  
Full details overleaf.....

### Here's what they say.....

**"I would recommend this to the whole of Williams Medical Supplies as it is a fantastic learning experience. An opportunity not to be missed."**  
Kelly Hughes, Sales,  
Williams Medical Supplies plc  
*(Sunday Times Top 100 SME to work for in 2005)*

**"The workshops are superb. To have other people help develop your business was excellent. It has given me direction. I can't recommend it enough."**  
PJ Cavalli Personal Training, Sole Trader and KEF Scholar

### HOVIP clients include

- Alexandra Smith Therapies
- Design & Manufacture Ltd
- ITDA (UK) Ltd.
- My Little Angel
- Penn Pharmaceuticals
- Regan Construction Services
- Royvon Dog Training Schools
- Saurus Ltd
- Taste of Enterprise clients
- Williams Medical Supplies plc

### Delivered by business people for business people

### These are the REAL results others have achieved.....

- Generated cost savings of £4000 p.a.;
- Trebled monthly sales of one product to £16,000;
- Raised £160,000 funding for a Social Care Partnership.



Heads of the Valleys Innovation Programme (HOVIP) aims to increase the capacity for innovation in businesses in the region. HOVIP2 is supported by the Welsh Assembly Government HoV Regeneration initiative and is hosted by Merthyr Tydfil County Borough Council. See [www.hovip.org.uk](http://www.hovip.org.uk)



## TAKE ACTION! : Register Your Place NOW

### INNOVATION WORKSHOPS

Yes, book my place NOW.

*Please indicate your preferred date/venue option (tick appropriate box):*

<b>Dates and Venues</b>	<b>Thurs 22 Oct 2009</b>	<b>Tues 17 Nov 2009</b>	<b>Wed 10 March 2010</b>
	ViTCC, Tredegar Business Park	Orbit Business Centre, Merthyr Tydfil	Technium Springboard, Cwmbran
<b>Fees</b>	£40 (businesses less than 1 year old or social enterprises) £80 (other businesses) <i>(must be based in Blaenau Gwent, Caerphilly, Merthyr Tydfil, Rhondda Cynon Taf or Torfaen boroughs)</i>		
<b>Times</b>	9:15am to 4:00pm. A buffet lunch will be provided.		

Title	First Name	Surname	Job Title
Name of organisation:			
Address:			
Postcode:			
Tel:			
Mobile:			
Fax:			
E-mail:			
Sector:			
Number of Employees:			
<b>What do you want to gain from the workshop?</b>			

### PAYMENT DETAILS

	I enclose a cheque to the sum of £                      (payable to Merthyr Tydfil County Borough Council)
	Please send an invoice to the above address using purchase order number:

**Diary marker:** Fourth HOVIP INNOVATION AWARDS and MARKET PLACE  
Thursday 24<sup>th</sup> June 2010. Venue to be confirmed.

**For the full range of HOVIP services see:** [www.hovip.org.uk](http://www.hovip.org.uk)

A place on the workshop is reserved when a completed booking form is received and payment made prior to commencement of the workshop.

**Please complete and return this form to:**

Phil Burkhard, HOVIP Manager, Merthyr Tydfil CBC,  
Orbit Business Centre, Rhydyar Business Park, Merthyr Tydfil, CF48 1DL  
OR

**Fax Back to 01685 352 701**

Tel: 01685 725 469 Email: [phil.burkhard@merthyr.gov.uk](mailto:phil.burkhard@merthyr.gov.uk) Visit: [www.hovip.org.uk](http://www.hovip.org.uk)