

# An update on 'Enterprise Essentials'

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Jan 2009

Dear M&L Colleagues,

Thanks to Derek Hartshorne from LANTRA who has put this update together for us. Clearly much progress has been made!

If you're not familiar with Enterprise**Essentials** then please click here:

<http://www.enterpriseessentials.co.uk/>.

You'll note Derek is calling for help in the [Room for Improvement](#) section.

Regards,

Mike

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**SkillsActive**

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## EnterpriseEssentials update. January 2009

Following the launch of Enterprise**Essentials** in October we have seen very considerable interest from various stakeholders and others. The main highlights are given below. As you will see, progress has been very satisfactory. However, we can still do more to benefit from this tool and its application within our sectors, so I have included a 'Room for improvement' note as well.

### Highlights:

- 6 SSCs have had discussions about adopting 'Sector Specific' versions of the tool to meet the specific needs of their sectors. Two contracts have already been issued and discussions continue with the others.
- An initial meeting at BERR to demonstrate what we have done aroused considerable interest and we attended a second meeting at their request just before Christmas. No actual action from BERR yet, but we have discussed 'hot-housing' enterprise within F.E. using the tool. They have indicated that they will help with raising the profile of this work with the Enterprise NSA (who has yet to respond to any approaches from us). They were impressed that the SSCs had organised themselves to achieve this. Any interest in F.E. hothousing from anyone? If yes we could arrange a combined approach to BERR/LSC/DIUS for support.
- SSAScot have seen the tool and asked me to demonstrate it to a senior SE official who has a specific interest in the 3<sup>rd</sup> sector. No confirmed action as yet, but we indicated that 'Enterprise**Essentials** in the 3<sup>rd</sup> Sector' was a variation of the tool that we already intended to develop.
- The tool was demonstrated to Alan Woods CE Skills for Justice, and some of his colleagues – SfJ lead the new 3<sup>rd</sup> Sector forum – discussions continue.
- At least one major bank is looking at adopting the tool to help with their support for and lending to SMEs – research shows strongly that SMEs with development/training in enterprise are more likely to remain in business than those that 'go it alone'. This message was emphasised at the BERR meetings.

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- Warwick Business School have paid to have their 'Business Life' package mapped into the system. I would recommend anyone with a West Midlands interest to view their web site – this programme is well worth watching.
- A meeting in N.I on the 16<sup>th</sup> will include a demonstration of Enterprise**Essentials** tool.
- Two SSCs and one other body have indicated that they may have budget to support the development of Management**Essentials** – the tool for career managers rather than SME Entrepreneurs. Several sectors have indicated that this variation would better suit their own particular sectoral needs – expect action by close of Quarter 1 this year.
- Enterprise**Essentials** has been included as a delivery tool for use within the new Enterprise Excellence mark and framework that the SFDI Advisory Board has proposed to government.

## Room for improvement

- We still have to achieve a network-wide approach to promoting the tool – wide promotion will lead to a sustainable income from sponsors – lack of a co-ordinated approach risks the tool drifting into the familiar territory where it cannot be maintained. (Even Lantra has yet to get its act together in this regard!).
- Nathan and I are promoting the tool at every opportunity, but we are only 2 people with lots of other responsibilities – it would be good if we could find a way to 'share the load' with major stakeholders like Govt Depts and the Devolved Administrations – any volunteers/suggestions gratefully received.
- No opportunity to demo in Wales yet – does anyone have a good contact or opportunity coming up?

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