

A guide to Welsh Assembly Government support for Small and Medium sized Enterprises



Llywodraeth Cynulliad Cymru
Welsh Assembly Government

www.cymru.gov.uk

Small or Medium, there's nothing like Welsh Enterprise.





A fairer & better offer for all SMEs.

Hwyl. The right mix for growing. From Fibre Optic connectivity to Workforce development programmes and beyond.

Why we support SMEs?

Small and medium sized enterprises (SMEs) are the backbone of our economy and account for more than half of total employment in the Welsh economy.

Our new approach will provide investment in infrastructure and support a more enabling environment for all SMEs to benefit – regardless of size or sector.

This guide outlines how our new focus benefits SMEs by supporting entrepreneurship and creating the best environment to start up in business. To ensure the best connectivity for SMEs to grow and provide a workforce with the skills businesses told us they need. We can also help make it easier to win new business and commercialize bright ideas. We also want to promote winning business behaviours to help Wales trade up and gain competitive advantage.

You can access all of this, and a wealth of other support, advice and guidance via a single number and just one website.

03000 6 03000
business.wales.gov.uk

New skills – just the job for Wales.

That's why we aim to increase entrepreneurial activity in Wales and improve Wales' competitive edge.

If you're looking to start your own business?

We can help...

- Save you time by providing access to free up-to-date independent information on all aspects of starting a business.
- See if setting up your own business is right for you? We offer free start up taster sessions, plus workshops and advice surgery sessions to help you plan and start a new business.
- Overcome barriers to starting your own business – with special help if you're unemployed or otherwise disadvantaged.
- Give your business a great start with free one to one mentoring to develop an idea with growth potential, and guidance during the first 12 months of trading.
- Link up with other inventors to develop ideas into business opportunities with support for networking.

If you're looking for ways to increase your competitive advantage?

We can help...

- Your business digital connectivity and speed. By 2016 every business will be able to access next generation broadband.
- With skills development to give your people and your business a further dimension. Including leadership and management training with discretionary funding to address specific development needs.

What's more...

- Our network, including roads and rail connections will be improved and made more reliable.





Wales. No limits.

There is tremendous potential for people and our country.
We need to get to work so more of them can get to work.

If you're looking to win new business

We can help...

- In preparing procurement bids to compete for public sector contracts.
- To increase awareness of contracts within key supply chains.
- Your business explore new markets with guidance on new trade and export opportunities.

To be better informed. 1000+ business guides. Just click for know-how.

Sometimes there will be occasions where some know-how and proven expertise can go a long way. What's more they need not cost the earth. Visit business.wales.gov.uk for best practice guides that can be a great start point. No consultant, no fees – just lots of business answers to your business questions.

We can help...

- With guidance and information to help find wider support from the private and third sector and elsewhere.
- With workshops held across Wales to help tackle challenges such as accessing finance and planning processes.

Jodi Anderson – Govinda's Foods Limited

Trading Up. From Wales to the World.

We've always been original thinkers in Wales. And now's the perfect time to come up with even more bright ideas.

If you're looking to exploit and protect the ideas in your business

We can help...

- With quick and accessible guidance on new product and process development along with innovation.
- Connect your business to the expertise and facilities within Universities and colleges in Wales. From problem solving through to access to specialised kit.
- With opportunities to learn how to identify and protect IP.
- With business growth via promotion of opportunities for your business to work on technology collaboration and transfer.
- Advice on how to access EU and UK financial support for R&D.
- Access innovation and technology based networks.

If you're looking for winning business behaviours

We can help...

- Your business identify potential cost savings through our information and advice on resource efficiency, including waste and energy.
- Your business understand the latest business practice on equality and diversity through workshops and one to one support.

Targeted support for growth

We can help...

- With tailored support including relationship management, innovation, R&D support plus repayable business finance. This is available for SMEs within the identified 6 sectors that make a significant impact on the Welsh Economy: Advanced Materials & Manufacturing, Creative Industries, Energy & Environment, Financial & professional Services, ICT and Life Sciences.

- Access business finance that is focussed on investment that includes a range of business finance products from:
 - ◆ Finance Wales, a wholly owned subsidiary of the Welsh Assembly Government. Visit www.financewales.com for further information.
 - ◆ The Local Investment Fund. Visit www.lif.org.uk for further information.
 - ◆ Tourism Investment Support Scheme (TISS). Visit www.visitwales.com for further information.
 - ◆ Processing and Marketing Grant (PMG) scheme. Visit www.wales.gov.uk and search processing and marketing grant.
 - ◆ Carbon Trust – 0% Business loans. Visit www.carbontrust.co.uk



For more information and to access support

Tel: 03000 6 03000

Visit: business.wales.gov.uk