

event programme

Business and Technology Show North West



A Premier Business Event from Liverpool BA

2009

Business Associations
a big help to a small business **merit**
Sharing solutions

Business & Technology **SHOW**

North West



Tuesday 6th October 2009 Aintree Racecourse Merseyside



Find your way...

to help for your business with training, recruitment and redundancies

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> email: law.eet@jobcentreplus.gsi.gov.uk

www.jobcentreplus.gov.uk/

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Part of the Department for Work and Pensions

Business Link is an easy to use business support, advice and information service funded by government and managed in the North West by the Northwest Regional Development Agency. We are dedicated to helping your business develop and progress by ensuring that you can quickly and easily access the advice, information and skills needed to succeed from the broadest range of private, public and voluntary business support services.



Business Link Northwest

Telephone: 0845 006 6 888

www.businesslink.gov.uk/northwest



New business?

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Stimulation for your business:

If you are attending this fair then you are serious about stimulating your business. Why not talk to Kinesis Marketing about how we can help you find new customers and increase your turnover?

Our initial meetings are free and we'll put together a cracking proposal for you with no obligations – we'll even pay for the coffee and biscuits!

If you miss us on the day, check us out at:
www.kinesismarketing.co.uk
or call us on: 0870 754 1105

Kinesis: movement or activity in response to a stimulus.



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E info@c9wow.com
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T 0151 228 9021

Stephen & Sheila Hughes
ITEC Dip OSM

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In the current climate you need to be clever with your finances

- Are you not getting the service & advice you expect from your accountant?
- Are you failing to get the most from your Sage Software?
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- Are you struggling with your accounting and tax returns?
- Are you looking for proactive accountants who will take an interest in your business?

If the Answer is **YES**, Give us a Call! OR
Come and speak to Peter and Joe on the PDC Online stand



Alternatively email info@pdconline.co.uk to arrange a free consultation
www.pdconline.co.uk 0151 281 6162

Welcome to the 2009 Business and Technology Show. We have tried to provide a wide and interesting range of features at today's event and very much hope that you enjoy your visit and make lots of useful contacts.



Tuesday 6th October 2009
Aintree Racecourse Merseyside

Free Admission for Visitors

Exhibition Zones

Business to Business Technology Environment & Efficiency

Free Workshops

- 10.40am **Blackbelt Google Analytics - Spot Opportunities and Identify New Customers** (Glow New Media)
- 11.15am **Learn How We Made Social Media Marketing Work** (Business Scene)
- 11.50am **Online Filing and Payment** (HMRC)
- 12.40pm **How to Build a Better Web Business** (Jan Klin & Associates)
- 1.45pm **How to Reduce your Costs and Minimise Waste** (Envirowise)
- 2.20pm **Sales Steps out of Recession – 4 Key Actions For Sales Success** (BlueZoom)
- 2.55pm **Getting the Most out of Your Existing Customers and Gaining New Ones** (Chartered Institute of Marketing)

final timings and topics may vary - check website for any changes

Free Marketing Clinics *from the Chartered Institute of Marketing*

Ask the Expert

- Sales & Improving Sales Performance** (BlueZoom)
- Training & funding for Training** (Business Focus & Associates)
- Minimising Waste to Maximise Profit** (Envirowise)
- Online Tax returns** (HMRC)
- Employment / Health and Safety Law** (HR Law Easy Answers)
- Computer Hardware and Software Issues** (Integr8ed Solutions)
- Recruitment and Redundancy** (Jobcentre Plus)
- Tax, Personal/Business Finance and Sage/Online Accounting** (PDC Online Accountants)
- Free Marketing Clinics and Advice** (Chartered Institute of Marketing)
- Managing Your Business** (The Chartered Management Institute)

Business Showcase / Networking Zones

Information and Support for New and Existing Firms

Special Promotions & Features

Free Business Guide NW Free Wine Tasting Laser Turkey Shoot
Free Head & Back Massages Jepson Hughes Medical Collection

Adrenaline Brush Ltd

Adrenaline Brush introduces a new generation of great British board games that are highly entertaining and offer a good level of strategy and challenge. So why not have a great night in with family and friends.

01244 315 507www.adrenalinebrush.co.uk

Aintree Racecourse Co Ltd

Aintree Racecourse is a large conference centre: we host conferences, seminars, product launches, exhibitions, gala dinners, weddings and Christmas parties.

We can cater for up to 600 guests and have complimentary parking for 1800 cars.

Aintree boasts its new International Equestrian Centre with 1500 sqm of exhibition space.

0151 522 2922www.aintree.co.uk

BlueZoom

BlueZoom Ltd is a specialist Sales Improvement Organisation focused on improving sales results and the capabilities of sales people. Their unique approach focuses on the individual regardless of their experience, enabling true differentiation to achieve more sales. The approach can be tailored for a specific company; or for individuals via their recently launched public workshops; see www.salesworkshops.co.uk

07970 291 447www.bluezoom.co.uk

Builderscrap.com

BuilderScrap is dedicated to the environmental and waste management issues relevant to the construction industry. It seeks to promote the concept of waste as a resource, and to ensure that the sustainability agenda is of paramount importance.

BuilderScrap is a purpose built web based business, allowing building firms to communicate with each other to use up each other's surplus, and thus reduce the amount of goods sent to landfill.

As a not for profit business it is keen to engage all sections of the community in the pursuit of practical help combined with environmental and financial savings.

0844 225 3000www.builderscrap.com

Business Focus & Associates Ltd

Business Focus & Associates Ltd is a leading provider of flexible training solutions and business support. We offer NVQ's, Management Training, Short Courses, E-Learning and Specialist courses and a range of business and redundancy support programmes. We cover a wide range of industry sectors including Health & Social Care, Warehousing, Hospitality and Catering, Road Passenger Transport and Business & Management. In the last 15 years, we have helped over 2,500 clients to increase their workforce's productivity, efficiency and profitability.

0800 195 9099www.businessfocus.co.uk

Business Link Northwest

Business Link is an easy to use business support, advice and information service funded by government and managed in the North West by the Northwest Regional Development Agency. We are dedicated to helping your business develop and progress by ensuring that you can quickly and easily access the advice, information and skills needed to succeed from the broadest range of private, public and voluntary business support services.

0845 006 6888...www.businesslink.gov.uk/northwest



Business Scene

Local knowledge, contacts & opportunities all accessed through our 200,000 member strong online community www.business-scene.com and offline at our Connections events. Promote your business with a full online profile, submit articles, press releases and classified ads all free of charge thanks to the support of our national sponsors Microsoft, Blackberry & Santander.

0151 652 7712 | 07802 279192www.business-scene.com

Business Solutions

Business Solutions offer a complete training package from initial assessment through to delivery and evaluation. This client-centred approach ensures that we offer bespoke learning opportunities for your business and through the Apprenticeship programme, Train to Gain or ESF funding we can deliver a range of accredited vocational qualifications..

01695 52409.....www.skeldersdale.ac.uk

Centrol Recycling Group

Total waste management company. We are all responsible for climate change so we must all be part of the solution. Businesses have a social responsibility to lead the way for change. Centrol firmly believes in a zero to waste policy and confirm full compliances with this goal. Services - Commercial recycling - Office recycling - Commercial plastic recycling WE&EE electrical goods (computers, faxes, household) - Wood recycling Hazardous waste (chemicals, solvents, paints, fridges) - Commercial waste management - Material Recycling (MRF) - Environmental reporting, K P I, Carbon Monitoring and Emissions.

0151 423 9900www.centrolgroup.com

Chartered Management Institute

Professional body for Managers and Leaders, focusing on improving personal and organisational performance. We set the standards, support individual and organisational development, provide accreditation, qualifications and professional recognition, including Chartered Manager status.

01539 721053 | 077966 95259....www.managers.org.uk

Christian Workers Direct



Christian Workers Direct is an on-line business directory. What makes it unique is that all the Professionals, Businesses and Services listed are fully vetted local Christians. There is a local rate telephone number for members of the public to call if they do not have access to a computer and the operator will search the directory for the Accountant that meets their needs. Businesses listed range from Accountants through to Web Designers..

0845 643 9610www.christianworkersdirect.co.uk

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Corporate Fun Events

Corporate Fun Events are a company specialising in the management of corporate fun and family entertainment of the highest quality.

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01925 790 800.....www.corporatefunevents.co.uk

Costco Wholesale

Costco Wholesale currently operates over 470 membership warehouses worldwide. Each one filled with top quality, brand name merchandise at low warehouse prices. Our members include business owners and managers purchasing for retail and commercial uses as well as certain qualifying individuals who are members of specified employee groups.

0151 224 7678www.costco.co.uk

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0845 1200 510www.depositit.com/lba

Duncan Sheard Glass

DSG can meet your accountancy, tax and payroll needs, with a good dose of sound commercial advice, allowing you to focus on running the business. Our Small Business team gives you excellent service with competitive fees whilst providing access to a range of specialist services and advice from people who understand your business. Visit www.dsg.uk.com for more information or email adm@dsg.uk.com to get acquainted.

0151 243 1200www.dsg.uk.com

Eco-Innovate

The North West Eco-innovation Programme is a Solutions for Business specialist delivery programme funded by the Northwest Regional Development Agency and European Regional Development Fund to support businesses in improving their performance by better exploiting market demand for products and services which have minimal environmental impact. Business mentoring is provided alongside support from Lancaster University's Lancaster Environment Centre and Lancaster Product Development Unit..

0151 347 2252www.eco-innovate.org.uk

Edge Hill University

Working with business is an integral part of everything we do in the School. Our programmes are designed in conjunction with practitioners and have built into them skills demanded by employers. Our industrial partners provide assistance, through the provision of placement opportunities for business through the provision of consultancy and training programmes as well as part-time provision for those in work..

01695 575 171www.edgehill.ac.uk

Envirowise

Envirowise is a Government-funded programme dedicated to putting the sustainable use of resources at the heart of UK business practice. Since 1994 Envirowise has helped UK businesses save over 1bn by enabling them to significantly reduce their environmental footprints. Envirowise offers businesses of all sizes and sectors a wide range of free, independent and practical advice designed to genuinely improve their processes, profitability and competitiveness..

0800 585 794.....www.envirowise.gov.uk

Federation of Small Businesses

The FSB is the UK's biggest business support organisation, with over 215,000 members. The FSB lobbies tirelessly on behalf of the self-employed and members can take advantage of a wide range of benefits and services.

0151 645 5694....www.fsb.org.uk/merseysidewcw

Glow New Media Ltd

Glow New Media is an award winning, Liverpool web design and digital marketing agency. We provide web design, email marketing, digital marketing, search engine optimisation and bespoke software solutions. We have a track record of helping our clients manage their online enterprises through to growth and profit.

0151 707 9770www.glow-internet.com

Groundwork Merseyside

Providing through the ENWORKS programme:
 - FREE environmental resource efficiency reviews for businesses
 - Advice on Corporate Social Responsibility
 - Subsidised environmental training and accredited training courses

0151 726 2762.....www.groundwork.org.uk

Groundwork Pennine Lancashire

Providing through the ENWORKS programme:
 - FREE environmental resource efficiency reviews for businesses
 - Advice on Corporate Social Responsibility
 - Subsidised environmental training and accredited training courses

01254 669 030.....www.groundwork.org.uk

HMRC Online Services

HMRC offer a range of online services which aim to be efficient and customer friendly. Our continually developing services enable you to interact with us quickly, securely and at your convenience.

We provide a range of services for:
 - individuals and employees - employers - businesses and corporations
 - tax agents and advisers - software developers

.....www.hmrc.gov.uk

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Human Resource and Health & Safety Specialists.



0151 244 5409www.hrlaweasyanswers.com

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0151 708 5350www.immediateimpact.co.uk

Institute of Export & International Trade

The Institute of Export & International Trade is the professional body representing and supporting the interests of everyone involved in importing, exporting and international trade. We offer a unique range of individual and business membership benefits as well as a world renowned suite of professional qualifications, training & CPD. Visit: www.export.org

01733 404 400www.export.org.uk

Integr8ed Solutions

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0845 055 0086www.integr8edsolutions.co.uk

Interconnect Network Systems

Interconnect specialise in the installation of computer network infrastructures, this includes CAT5e / CAT6 cabling, fibre optic cabling, wireless LANS/WI-FI, line of sight laser links, inter-active white boards and presentation systems, network hubs/switches, patch cables.

0151 547 3645www.interconnect-ns.co.uk

Jan Klin & Associates

Jan Klin F IDM has unparalleled understanding of the Internet after many years spent developing its applications, analysing its effectiveness and teaching others how to unlock its potential as a powerful business tool. He has been consulted by such companies as FT.com and General Motors, and worked with Microsoft, HP and Oracle. A consultant to the Institute of Management, Chartered Institute of Marketing and the Institute of Direct Marketing, Jan runs training courses throughout Europe.

01928 788 100www.janklin.com

Jobcentre Plus

Jobcentre Plus offers free Vacancy Advertising to all employers, and Recruitment Advisory Services to employers who would like us to work with them to help them access a wider pool of talent. Through this service, you can access a variety of practical and financial support to help you manage your recruitment.

0151 802 2197.....www.jobcentreplus.gov.uk

Kinesis Marketing

Are you looking for the perfect Marketing & Design Partner to develop stimulating ideas that will promote your company? Then you've made the right move, just a little activity on your part and hopefully you'll find our stand. Kinesis is unlike any other marketing agency you may have met.

We'll never make promises we can't deliver and we keep things straight to the point and in plain English. Allow us to introduce you to a common sense approach to marketing. No jargon, no high consultancy fees, just proven results. Something that sets our clients apart and stimulates their growth. Kinesis: movement or activity in response to a stimulus..

0870 754 1105.....www.kinesismarketing.co.uk

LEAD / University of Liverpool

LEAD is a unique leadership programme offered by the University of Liverpool, designed specifically around the needs of SME owner-managers with up to 20 employees. Past delegates credit the course with having a significant impact on their business - 90% witnessed an average 200,000 increase in turnover. It allows you to work ON the business not IN it, and tackles practical issues rather than focussing on theoretical concepts.

0151 795 3333www.businesslinknw.co.uk/lead

Learning & Skills Council Greater Merseyside

The LSC exists to make England better skilled and more competitive. We are responsible for ensuring the availability of high-quality education and training for everyone. We have a single goal: to improve the skills of England's young people and adults to world class standards. Our vision is that young people and adults in England have knowledge and skills matching the best in the world and are part of a truly competitive workforce. We work nationally, regionally and locally to deliver this ambition on behalf of learners and employers.

.....www.allmerseyside.net

Liverbird Greetings

SEND PERSONALISED GREETINGS FROM LIVERPOOL THIS CHRISTMAS with our Liverpool Christmas Cards and 2 Liverpool 2010 Calendars – one features photographs and the other specially commissioned paintings. We also have a wonderful selection of Liverpool gifts...! Love Liverpool Chocolates...a Liverpool Taxi and a chunky Liverbird Candle to name but a few.

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07594 281 622www.liverpoolpedi-cab.co.uk

Liverpool Vision

Liverpool Vision is the gateway for free business support, our team are on hand to deal with your enquiries, whether you run an existing business looking for assistance or you are a new entrepreneur seeking support.

We offer a free service that coordinates the activities of key business support organisations so that new businesses and existing firms can access the full range of support needed to make an investment happen.

0151 600 2900.....www.liverpoolvision.co.uk

Merseyside Fire and Rescue Service

We provide a wide range of fire safety services, information and advice to individuals, businesses and organisations .

0151 296 4612www.merseyfire.gov.uk

PDC Online Accountants

We are proactive Chartered Certified Accountants, Business and Tax Advisors and members of the Sage Accountants Club.

We specialise in providing book-keeping, management accounts and virtual financial director services using Sage and other online accounting packages. We position ourselves as your trusted business partner providing a cost effective, high value solution to meet all your financial needs.

0151 281 6162www.pdconline.co.uk

Liverpool Business FAIR

Business Associations
 a big help to a small business

60+ Exhibitors
 Free Visitor Entry
 Business Advice
 Free Workshops
 Networking Zones
 Free Event Programme
 Support for Start Ups
 Other Special Features

10.30am-3.30pm
 Liverpool Town Hall
Tuesday 23rd March 2010
www.businessfairsuk.com

0151 709 8932

Pennine Telecom Ltd

Pennine Telecom supply, install and maintain telephone systems, voice/data networks, two-way radio systems, wireless networks, business mobile fleets and video conferencing solutions. Trading for over 30 years we have a wealth of experience in all areas of telecoms. Visit our stand to find out more about our energy saving solutions.

0161 763 2000.....www.penninetelecom.com

RNLI Hoylake Lifeboat Station Appeal

The RNLI is the charity that saves lives at sea. Its volunteers provide a 24-hour search and rescue service around the United Kingdom and Republic of Ireland coasts, operating over 230 lifeboat stations in the UK and Ireland and more than 140 lifeguard units on beaches around the UK. The RNLI is independent of Coastguard and government and depends on voluntary donations and legacies to maintain its rescue service. Since the RNLI was founded in 1824 its lifeboat crews and lifeguards have saved over 137,000 lives. The RNLI Hoylake Lifeboat Appeal launched in September 2007 and closes at the end of 2009. So far, more than 1.2m of the appeal's 2m target has been raised and this has part funded the new lifeboat station which became operational in February 2009. The final push is to bring home a new all weather lifeboat for the volunteer crew at Hoylake. The new FCB2 will have a top speed of 25 knots instead of the current 16 knots allowing the crew to reach a casualty much faster and bring them home safer.

0845 650 3999www.rnli.org.uk/hoylakeappeal

Saville Audio Visual

Saville Audio Visual is the UK's largest specialist supplier of audio visual, multimedia and video-conferencing technology, with over 300 personnel in fourteen locations. At the forefront of the UK industry for more than forty years, the company specialises in the sales, hire and installation of AV equipment and integrated systems, including LCD projectors, plasma & LCD screens, videoconferencing and digital signage networks.

0151 707 6577www.saville.co.uk

Scatchards Wine Merchants

Scatchards is a well established, traditional wine merchant specialising in corporate wine supply as well as retail to the public. Quality wines and an excellent level of service are our priorities.

0151 922 7346www.scatchards.com

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Space NorthWest

Property specialists Space NW provide businesses across the NorthWest with cost effective solutions for their accommodation needs. Flagship project Liverpool Innovation Park is home to a vibrant community of innovative knowledge intensive enterprises in premises ranging from 100sq ft to 80,000 sq ft and development plots. Visit us to see how we can help you.

0151 261 4665.....www.liverpoolinnovationpark.com

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Looking for a better way to market your business? We'd like to help YOUR business gain the competitive edge. Using an innovative mix of technology and creativity, we provide services and solutions including:
 ~ Bluetooth Proximity Marketing ~ Website Design & Development
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0808 231 0808.....www.talkingresultsltd.co.uk

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0151 639 6000www.techclean.co.uk

The Carbon Trust

The Carbon Trust was set up by Government in 2001 as an independent company. The Carbon Trust's mission is to accelerate the move to a low carbon economy, by working with organisations to reduce carbon emissions now and develop commercial low carbon technologies for the future.

0800 085 2005www.carbontrust.co.uk

The Chartered Institute of Marketing

Whether you are just starting up or are a well established business, take advantage of our FREE marketing clinics with local Chartered Marketers. Visit us on our stand to book an appointment and lets see if we can help grow your business with professional marketing advice.

07813 669 305.....www.cimnorth.co.uk

The Jepson-Hughes Medical Collection

The Jepson Hughes Medical Collection has been put together over the last 18 years and is believed to be one of the largest private collections of its kind in the UK. The collection, which looks at the history of medicine and surgery over 500 years, now contains in the region of 20,500 items of equipment, 600+ text books and over 200 videos, all of which have been donated in the last 18 years.

Part of the collection was featured on BBC1's 'Antiques Roadshow' in 2008 and the Collection has also been used by ITV's 'The Grimleys', BBC1's 'Dalziel & Pascoe' & Yorkshire TV's 'The Royal'.

0789 977 5784www.antiques-atlas.com/jepson.htm

The Manufacturing Institute

The Manufacturing Institute is an independent charity founded by North West Manufacturers and universities. Since 1995 we have been blending industry know how with academic insight to help manufacturers apply the latest thinking and best practice.

0161 875 2525www.manufacturinginstitute.co.uk

The Manufacturing Advisory Service

The Manufacturing Advisory Service aims to address the practical needs of British manufacturers by delivering hands-on advice and assistance from experts in a wide range of manufacturing disciplines.

0800 093 9077www.mas.dti.gov.uk

The Utility Warehouse

The Utility Warehouse provides both business and domestic users with the best value utilities in the UK, including best buy Broadband Bundle, Gas, Electricity and Mobiles, all on one simple monthly bill. We find some of the best deals for our customers. "Saving them money right down the line in 2009".

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Weblinx Ltd

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01282 878 342www.weblinx.biz

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01695 712 600www.westlancashireinvestmentcentre.com



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Liverpool Business FAIR

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a big help to a small business

- 60+ Exhibitors
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- Business Advice
- Free Workshops
- Networking Zones
- Free Event Programme
- Support for Start Ups
- Other Special Features

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 Liverpool Town Hall
Tuesday 23rd March 2010
www.businessfairsuk.com

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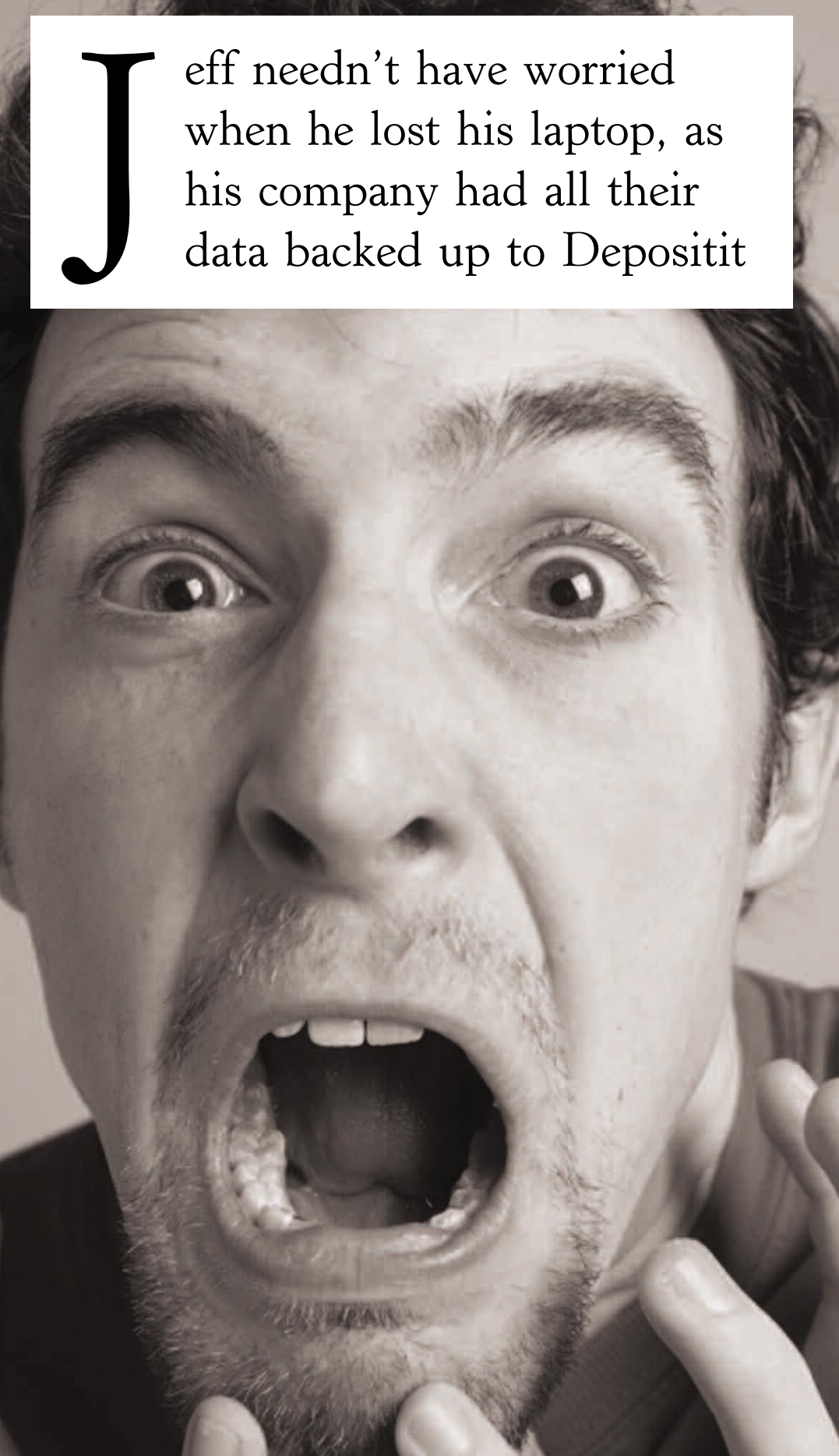
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