

How We Can Help

- Build your capability to deliver sustainable growth
- Reduce spend to grow margins this financial year – we typically reduce purchasing spend by 15% + per annum
- Rapidly diagnose and mobilise to address issues and opportunities
- Identify, implement and operate strategic alliances and partnerships
- Craft and implement the right outsourcing/insourcing solutions
- Reengineer processes to realise Green/Sustainability opportunities
- Operate IT Support and Purchasing on an interim managed service basis
- Provide Green IT enabling products

About Pathfinders

- Founded in 2002, Pathfinders has delivered recognised value to clients in industries as diverse as Oil & Gas, Lifesciences, Financial Services, Chemicals, Telecoms, Household Products, Textiles and Public Sector
- In 2009, SVT Australia won a WA Rising Stars Award for achieving sustainable growth with our support
- Networked consulting model, deploying highly experienced advisers and practitioners (including interim senior managers) using a consistent toolkit of methodologies, approaches and processes
- Close working with partner firms to deliver highly tailored solutions

Small and Medium Sized Enterprises account for 99.9% of all enterprises in the UK, employing 13.7m people and turning over a combined £1,500 billion. Approximately 200,000 enterprises have between 10 and 250 employees. Many of these firms have particular needs, in our experience a combination of wanting a solution delivered with as little fuss as possible, and a flexible approach to match their own operating and commercial methods. To support SMEs, we have developed a portfolio of solutions that are as off the shelf as possible: we will continue to add to this portfolio.

SolutionsDelivered – is a packaged end to end solution for IT system selection, sourcing and delivery. It provides a single point of contact from definition of requirements through to system in place and working, thereby assuring consistency, alignment between what's needed and what gets implemented, and an "honest broker" challenging system providers during implementation.

Interim Managed IT Services – many SMEs experience periods of rapid growth and change. Provision of IT support services can be problematical – too small for the major or even mid tier firms to be interested, too big for the local computer shop. And many have difficulties keeping up with the pace of change. We recognise that, often, a stop-gap solution is useful, until larger scale and/ or steady state operation is achieved. We have therefore built a flexible desktop and network support solution that is as off the shelf as possible, and provides clients with a scalable solution on an interim basis.

Purchasing and Sourcing – with modest scale, SMEs sometimes struggle to find optimal sourcing solutions and competitive prices. They often don't have the internal resource to be able to address this. We will operate purchasing and sourcing on a managed service basis, and where possible, will switch clients into existing competitive contracts that we have access to, for indirect materials.

Pathfinders' Services –. All our services are flexible enough to be successfully deployed to assist SMEs. We are a networked consulting firm, and well used to agile ways of working. Unlike other consultancies, our ways of working and commercial approaches are flexible, and geared towards SME's.

Experienced – all our associates have extensive experience working with SMEs, from professional services firms such as accountancies, legal firms and consulting firms, to manufacturers. We therefore understand how SMEs work, and what it takes to help them succeed. After all, we are an SME ourselves !

To Contact Us for an initial discussion :-

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