

# Construction consultancy expands with help from t2

t2 business solutions worked alongside HCD Group for nine months to increase turnover by over £600k, and create 12 new jobs.

## The Background

To Dec 2005, HCD Group had an annual turnover of £6.8 million and 92 staff based in seven offices across England and Wales. HCD Group provides professional consultancy to the construction industry with its head office in South Wales.

t2 offer a variety of highly flexible, results focused business support solutions, including the General Support for Business (GSB) programme which is fully funded through the Welsh Assembly Government and the European Union. After an initial meeting with HCD, t2 recommend that the support they required would be best delivered through the GSB programme.

## The Need

t2 business advisor - Kingsley Stock - was assigned to HCD and met with HCD Directors to agree a strategy in which t2 could best support their expansion plans.

HCD felt that the main areas to be reviewed included a sales and marketing strategy, staff recruitment and retention; IT infrastructure to support increased work load; management and employee training.

## The Solution

t2's business support team worked alongside the Directors of HCD Group for 9 months. Regular business reviews were scheduled to ensure that t2 and HCD Group were working together to overcome any growth barriers.

Short term HR advice was provided and a permanent HR Manager's position filled. E-marketing campaigns were created and a £25,000 grant was received from Cardiff City to contribute towards a new IT solution.

Kingsley Stock said: "The HCD Group project was challenging, and I believe the firm was one of the best kept secrets in Wales. Their low profile resulted in receiving no funding towards their growth. We encouraged new ideas and were able to organise funding to further their development. Overall, the result was very successful and has enabled HCD to move to the next step."

## The Result

- 12 New Jobs Created
- Turnover increased to £8 million
- £25,000 grant gained for IT hardware equipment
- £10,000 grant for staff training

### “ Steve Hicks, Finance Director of HCD

**Group said:** "t2 and Kingsley introduced various financial and expert consultancy support and advice; most significantly for our IT hardware implementation and data migration programme. We had received no funding, grants or assistance - Kingsley guided us in the right direction and introduced us to the possibilities available. We are pursuing these avenues further, which are making a considerable contribution towards the growth of HCD."

"t2 are currently assisting HCD with the development of our training strategy and identifying immediate requirements for enhancing our staff skills base."

### “ Rob Marr, Managing Director of t2 business solutions said:

"It is rewarding to see such a success from the GSB programme. HCD Group were a successful company, but had some growth barriers and recruited t2 to assist with these. These barriers are being moved to allow HCD to expand even further."

"As a fully funded project, HCD were able to get the most out of free, independent advice. The end result was a great accomplishment and the t2 business support team is delighted with the outcome of the project."