

It's the small things...

Productivity improvement programmes for small businesses

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Be the Business























About Be the Business



- Registered charity – mission to improve the productivity of UK SMEs
- Part funded by Government, part funded by leading UK firms
- Evidence based – Leadership and Management and Tech Adoption
- ‘By business, for business’ – best industry practice, co-design with small business leaders
- The majority of our programmes are free to access for small business leaders

Mentoring for Growth

- Evidence improves management and leadership capabilities, in turn, improving firm-level productivity. 
- Mentors from BAE, GSK, McKinsey, KPMG, Siemens, Rolls Royce, Lloyds, Accenture etc. 
- 12-month and 12-week programmes.   
- We have established almost 1100 mentor relationships to date.    
- Success helped inform design of Help to Grow Management     
- Independently evaluated      



Mentoring impact – early findings

- 80% say knowledge and skills have improved
- 75% feel more confident in implementing leadership and management practices.
- Over 54% of mentees have adopted new practices as a result of Mentoring for Growth.
- Half (51%) of mentees report improved productivity, and 67% expect productivity will improve, or improve further, over the next two years.
- 30% have seen their turnover increase.

Be the Business Advisory Boards

- A small business owner is matched with a panel of four or five experienced executives.
- Each panel is hand picked to bring different skillsets to the board, e.g. HR, Finance, Marketing, Strategy.
- Quarterly meetings - the advisory board and business owner will focus on strategic priorities
- The small business owner remains completely in the driving seat, the advisory board provides insight and guidance.
- Companies such as Cisco, BAE Systems, EY, Lloyds Bank have volunteered executives.
- Evaluations of the pilot programme are exceptionally positive.

Be the Business Digital

- UK SMEs lag behind international counterparts in their use of basic business technologies, e.g. CRM, eCommerce, ERP.
- Pandemic has helped drive a wave of tech adoption
- Yet research by BtB and McKinsey shows that 53% of SMEs report an unsuccessful adoption process.
- Impartial advice on 'how to choose, and use' technology
- 11 different technologies on the platform
- **Action plans, case studies, employee engagement guidance, check-lists**

- Check our website to sign up for a programme

- Register on bethebusiness.com

- Happy to collaborate, get in touch

