

Making business work

A new “hands on” management consultancy has relocated to Cornwall, bringing over 30 years of expertise with them



Overview

Having spent over 20 years in the city, working in management consultancy for firms such as Ernst & Young, in the IT and accountancy sectors, George Thomas saw a gap in the market place.

“Providing advice to businesses is one thing, but implementing the changes is quite another. I always found it frustrating that in management consultancy we did not implement the proposed plan ourselves. This is where I thought I could add value as business is tough at the best of times. Those businesses that were seeking advice had made the first step, but managing change is essential for business survival.” George said.

George got in touch with long term friend Ian Fox, who had spent over 15 years travelling around the country working in consultancy roles for the energy and construction sector. Combining their experience, Corporate ToolKit was born in 2004. At the time George and Ian operated the business from Wiltshire, where they both lived.

Whether it be, strategic guidance for product and services companies; IT services; business plan development; assistance with regards to overseas expansion; marketing; graphic design and copywriting; legal; accountancy and taxation services, Corporate Toolkit can deliver it.

The business differentiates itself from traditional business management companies as not only is strategic guidance provided but “hands on” involvement. Corporate Toolkit integrates with the companies’ teams to enable the strategy to be implemented effectively.

Employees

Corporate Toolkit currently uses a network of 50 associates to help it meet its clients needs. George said “Our associates are all highly experienced individuals who have operated at the high end of business at extremely senior levels. This enables us to provide expertise across major sectors including: telecoms, travel, transport, legal, accountancy, power generation, water utilities, construction, IT, food and taxation.” We are keen to grow and will be looking to also recruit and train people locally.

Clients

Corporate Toolkit has worked with a number of high profile clients. Recent examples include: BT - working with N3 Senior Executives to formulate a strategy to implement the pro-

cesses that achieved ISO20000; A food company in Scotland - tasked to make it more profitable, reviewed the processes and suggested diversification, resulting in the development of an invoice processing service; IKEA Singapore - Corporate Toolkit assisted the supply Chain Director with a review of the business to manage a vast number of transactions.

Now turning over £1.8m, George and Ian decided they wanted to move to Cornwall. George explains “we both have teenage children and having spent a number of years visiting Cornwall on holiday we couldn’t see why we couldn’t run our business from the beautiful Cornish countryside. We love the lifestyle down here and thought it would provide a better quality of life.”

Ian added: “Not only is the environment appealing, but Cornwall’s economy is changing and there is a lot going on in the business community. We believe that we can offer Cornish businesses our expertise as more and more companies start up. We began to research the county further and it became apparent there were no other consultancies like us.”

George and Ian have both bought properties on the Lizard - “it’s fantastic, we are a few minutes from the beach and the people couldn’t have been more welcoming.”

George said “Communication and transport also are no longer an issue. The internet, VOIP, along with the increased services from Newquay Airport and the high quality and speed service offered by First Great Western make the county a perfect base for us.”

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Support

Cornwall Pure Business has assisted Corporate Toolkit with networking and marketing. George says “Moving to a new county it’s essential you are in tune with the business community. Working with Cornwall Pure Business we have been able to get in touch with the business networks quickly which is essential for our business.”