

EBS Management Resources Company and Services Overview

EBS Management Resources is a provider of multi-disciplinary business support services to companies with 15 - 100 employees and has been in operation since 1999. Service portfolios are provided for the key functions of Human Resources, Occupational Health, Health & Safety, Marketing, Sales, Financial and General Management.

We bring the expertise and experience to business owners and managers that can positively change their rate of commercial growth. The team of qualified professionals that we can deploy has more than a century of hands-on experience between them and covers all of the major business disciplines.

Our approach is highly personal, which means that our clients can call us and be sure to talk to somebody who knows about their business and their local area and who is as enthusiastic about their business as they are.

Human Resources

Our philosophy for delivering HR support to our clients is quite simple – high business performance starts with enthusiastic committed employees. We are experts in people and in organising them into effective teams which means that we are well positioned to help companies manage their employees for increased productivity, buoyant morale and strong motivation. We start by validating current HR practices and documentation and bring them up to date with current legislation where that is necessary. We then work with the client to develop new ways of working to deliver proactive practical solutions to people issues and opportunities. The complete set of HR service packages includes:

- Level 1 - Platform
- Level 2 - HR Management Support
- Level 3 - Training
- Level 4 - Enhancing Performance
- Level 5 - Strategic Human Resource Management
- Level 6 - Employment Law - Tribunal Case Handling

Occupational Health

Occupational Health professionals are trained to help employers to control or even eliminate risks to the health of their employees. The EBS Occupational Health Services have been designed to offer simple and effective solutions to employee health issues, all of which deliver measurable results and are tailored to meet each company's precise needs.

Health & Safety

EBS Health & Safety is a set of highly specialised services that provide an individual and business-focused approach to the meeting all of the health, safety & welfare needs of a commercial employer. We do this by de-mystifying the technical issues together with offering pragmatic advice and support, all of which achieves peace of mind for our clients and their staff.

Marketing

The EBS Marketing services have been designed to specifically help small businesses that are engaged in marketing activity but do not have the resources or experience to carry them out with optimum effectiveness. The service packages provide hands-on support for a wide range of marketing activities delivered by qualified and experienced marketing professionals on an hourly/daily fee basis or on a per activity basis (to an agreed scope). The complete set of marketing service packages includes:

- Level 1 - Marketing Activity Support (web refresh, brochure refresh, copy writing, ...)
- Level 2 - Effectiveness Assessment (marketing effectiveness audit and strategy creation)
- Level 3 - Marketing Programme Rollout (project specification, project management, ...)
- Level 4 - Interim Marketing Manager/Director
- Level 5 - Non-Executive Directorship

Sales Management

The EBS Sales Management services have been designed to specifically help small businesses that are not achieving the level of sales success that they desire. This could be an issue with the amount of sales resources or their capability to carry out campaigns with optimum effectiveness. The services provide hands-on support for the full range of sales processes and are delivered by qualified and experienced sales professionals. The complete set of sales management service packages includes:

- Level 1 - Sales Effectiveness Assessment or Customer Service Effectiveness Assessment
- Level 2 - Sales Management (including sales and management process definition)
- Level 3 - Sales Team Training (including Customer Service management)
- Level 4 - Sales Management Coaching and Sales Executive Coaching
- Level 5 - Strategic Sales Management working at Board Level
- Level 6 - Interim Sales

Financial Management

These EBS Financial Management Support services have been designed to specifically help small businesses that have recognised the need for financial management but do not have the in-house resource to carry this out with optimum effectiveness or have the funding to recruit a full-time employee with the appropriate skills and experience. These services provide hands-on support for designing and managing key management information programmes, improving business processes and setting strategic direction by providing qualified and experienced financial management professionals on an as needed basis. The complete set of Financial Management services includes:

- Level 1 – Financial Management Activity Support
- Level 2 – Financial Management Effectiveness Assessment
- Level 3 – Management Information Programme Roll-Out
- Level 4 – Business Process Improvement
- Level 5 – Interim Finance Manager/Director
- Level 6 – Non-Executive Finance Director

General Management

General Management plays a critical role in making sure the key functions of a business work together and that processes are in place to drive and maintain efficiency. EBS consultants are very experienced in this area having worked for a range of small, large and very large companies in the past. Through this experience, EBS can support the general management of a client to tackle both positive and negative issues in a structured and pragmatic way. The complete set of general management service packages include:

- Level 1 – Senior Team Effectiveness
- Level 2 – Process Definition
- Level 3 – Leadership Training and Training in the Role of a Director
- Level 4 – Enhancing the Performance of The Senior Management Team
- Level 5 – Company Strategy and Business Planning

Clients

EBS can boast successful engagements with over 50 clients. These cover a wide range of business areas ranging from manufacturing, through the professions, like accountancy and law, through to IT companies and even a professional football club. No matter which industry our client focuses on we can put together a service package to meet their needs. The EBS client list includes:

- Active Technology - IT Services
- Bucks Net Services - Internet Services
- Davis Tate - Estate Agents
- Dayla - Wholesale Drink Supply
- FlavorActiV - Beer Tasting Systems
- HTS - Conference Centre
- Keraflo - Manufacturing
- Malthurst Retail - Service Stations
- Nottingham Forest FC - Football Club
- Ofquest - Office Furniture
- OKI Europe - Electronics Manufacturing
- Paralogic - IT Services
- Paul Lucas & Co - Solicitors
- Red Door Communications - Marketing & PR
- Rutherfords - Accountancy
- The Sanderum Centre - Serviced Offices