

MAY'S CATERING

“Excellent support – from discussing ideas to help with producing a business development strategy”



May's Catering is a catering and event specialist in Lambeth, London. Attending a Supply Cross River Capacity Building event helped diversify the business.

A referral to a supply chain advisor followed the event May's Catering attended.

One to one support enabled May's Catering to diversify their catering services into additional cake decorating training.

In order to sustain and grow the business using

the lessons learnt and our experience, the company aims to identify multiple funding sources for new initiatives. They expect to continue to work with Supply Cross River support to develop and submit bids and proposals for grants and funding.

May's Catering is confident that building on their strengths with the lessons learnt from the programme, the business will grow over the next year enabling them to contribute towards the regeneration of surrounding

Mabel Arku-Nelson, May's Catering



communities through local employment.

They advise other businesses to take full advantage of support offered through the programme following their experience successfully developing an additional revenue stream for their business.

→ **Supply Cross River**

www.supplycrossriver.co.uk | 020 7700 0008

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WOODROW PRESS

We were interested in Supply Cross River in order to gain a better understanding of how to access public sector contracts, and meet people involved in administering such contracts. We also hoped to gain a better understanding of the procurement process.

What did Woodrow Press Do?

Attended a 'Meet the Buyers' event and embarked on one to one coaching to enable them to go for public sector contracts.

Event feedback

The event itself was enjoyable and rewarding. Supply Cross River has re-ignited my interest in the public sector. You demonstrated that your knowledge and relationships go deeper and give small business like ours the opportunity and confidence to go forward with these organisations and make them part of our sales pipeline."



What difference has it made?

Woodrow describe themselves as now feeling very confident about winning more business in both the public and private sector.

"Supply Cross River gives small businesses like ours the opportunity and confidence to go forward with public sector organisations and make them part of our sales pipeline"

"Woodrow Press has won £50k in new contracts, one from the NHS."

How can you get involved like Woodrow Press?

- Attend an event to meet potential buyers
- Attend an event to build your capacity and ability to go for new contracts
- Embark on one to one coaching.

Visit the Supply Cross River website for more information:
www.supplycrossriver.co.uk



Paul Ramsay
Woodrow Press

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