

Bright-A-Blind Ltd wins a contract  
through Supply Cross River 2  
[www.brightablind.com](http://www.brightablind.com)



# Bright-A-Blind



**Bright-A-Blind is a specialist in office blinds, blind replacements, blind cleaning and maintenance. They were founded in 1991 and are based in Islington.**

They joined the Supply Cross River 2 (SXR2) programme last year and attended many of the events as well as receiving 1:1 advice.

Through SXR2's buyer engagement team, they were put forward to Dorsett Hotels, a Hong Kong owned group which is building its first hotel in a listed building in Shepherd's Bush Green. They were having a problem finding a company which could provide blinds to fit the curved windows and asked SXR2 for potential suppliers.

Bright-A-Blind designed a bespoke roller blind system to fit the requirement and were then asked to make a sample and only when this was seen to work did they receive an order which was worth some £38,000. The order came through Chris Garrod Global which sources fixtures fittings and equipment for hotels all round the world.

*'We were impressed that not only did Bright-A-Blind come up with a customised solution but at an economic price which other tenders couldn't match. We will definitely be considering them for other hotel clients we work with.'*

Neil Osborne  
Project Manager  
Chris Garrod Global

*'We are very grateful to Supply Cross River 2 firstly for helping us win this contract which we would not have known about and secondly for getting us into a new market channel of specialist hotel furniture suppliers like Chris Garrod Global. We are also hopeful of winning further work from the hotel's operators with the help of Supply Cross River 2, because of our expertise in the ongoing maintenance and cleaning of blinds.'*

Matthew Cleveland  
Senior Account Manager  
Bright-A-Blind Ltd

Since this win, Bright-A-Blind have gone on to win two more contracts worth a further £42,000.

[www.supplycrossriver.co.uk](http://www.supplycrossriver.co.uk)





**Kwiksweep wins two contracts  
with Supply Cross River 2**  
[www.kwiksweep.com](http://www.kwiksweep.com)



# Kwiksweep

**Kwiksweep, a waste management solution company based in Camden have won two contracts through Supply Cross River 2.**

They are committed to minimising the amount of waste sent to landfill and aim to recycle 90% of the waste they handle. They joined the Supply Cross River 2 (SXR2) programme last year and have attended many of the business support workshops and events as well as receiving 1:1 advice. They have CHAS, Constructionline and Safe Contractor accreditation.



Through SXR2's buyer engagement team, they were put forward to Erith, a demolition contractor working on a one year demolition contract in Fleet Street, who invited them to tender for waste



collection from the site offices, canteen etc. on a weekly basis. They were successful and received a one year contract to provide a waste management service worth an estimated £15,000. Subsequently, Erith has appointed them to provide waste collection at another four sites all over London, so are proving to be a valuable client.

Kwiksweep had previously been mainly working for hospitals but this market had declined due to changes in procurement, so the opportunity to enter a new

market like the construction sector came at the right time.

*'Supply Cross River 2 is a great programme which is having a very positive impact on our business – it has helped us to bid for projects we would have no way of knowing about and given us confidence to go into a new market. We are very excited by the prospects opening up for us now in new markets.'*

*Director of Kwiksweep Ltd  
Jide Lawal*

[www.supplycrossriver.co.uk](http://www.supplycrossriver.co.uk)





**Pest control company wins multiple contracts through Supply Cross River 2**  
[www.pestcontrolservices.co.uk](http://www.pestcontrolservices.co.uk)



# Beaver Pest Control

**Wandsworth based, Beaver Pest Control LLP has won multiple contracts thanks to Supply Cross River 2 (SXR2). These include pest control work at Battersea Power Station through Carillion and BPSDC, Merchant Square through Rendall and Rittner and Riverside Studios through the developers, Mount Anvil.**

The company was founded in 1990 by brothers David and Graham Lodge. They soon built up a good reputation and went on to employ a third person in 1993. Today the company employs 36 people and works on contracts from restaurants and hotels to the MOD, the CAA and Universities.

Establishing a new company as an alternative viable supplier to the more established ones has always been a challenge but they have based their USP on an excellent personal service, a quick response and taking ownership of any pest problem.

Getting in front of large buyer organisations has historically been a challenge for Beaver.

The support received through engaging with SXR2 has allowed them to meet organisations face to face and given them the opportunity to win contracts from a number of buyers. As well as this the events hosted by the project has allowed them to develop their networking and marketing skills and understand exactly what buyers are looking for.

*'As a result of the events held by SXR2 and Supply Nine Elms, Beaver Pest Control LLP has become one of the main pest control, urban wildlife and bird control suppliers at the Battersea Power Station Development Project. This has consequently led to further work across London as a result of these initial contacts. We could not have achieved this without having access to these projects. The support has exceeded all of my expectations; both the principle of SXR2 and the people involved with it have been fantastic. I cannot praise them highly enough.'*

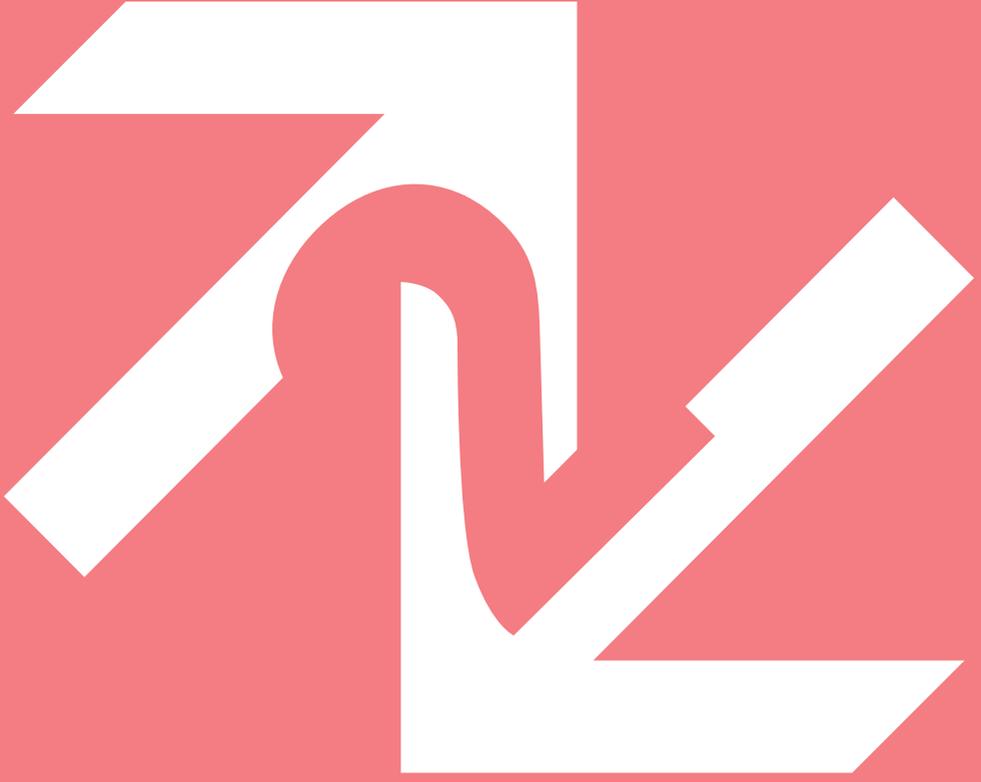
*David Lodge, Partner  
Head of Service and Quality Control*



Beaver Pest Control has recently worked on many prestigious buildings such as County Hall and Horse Guards Parade, they have provided pest control to the Kia Oval since 1996. They are now carrying out work for large construction companies, blue chip companies and the NHS. Beaver Pest Control hope to continue this trend of attracting these types of clients whilst still looking after their traditional client base. By growing at a sustainable 15% growth per year they hope to continue to offer the best possible service to customers whilst maintaining a happy and passionate workforce. They have also created a job as a result of the SXR2 win.

[www.supplycrossriver.co.uk](http://www.supplycrossriver.co.uk)





# Millards

**Millards Cleaning, founded almost 100 years ago have just won a £22,000 contract with Property Management Company Rendall and Rittner**

The company was established in 1919 when Major Millard, on returning from The Great War, set up Millards Window Cleaning Company. The purpose of this was to create employment for ex-soldiers. They began with just 12 employees and today have grown to employ around 180 providing office and window cleaning services all around the London area.

They have remained largely a family business for some 80 years and while they have now developed their own industry-leading control system technologies, and cleaning processes have become ever more sophisticated and efficient, they have managed to retain their family values of honesty, reliability and integrity. Millards started out initially with just mop and bucket window cleaning and over the years has gradually added more



specialised window cleaning services like high level windows using cherry pickers and 'Reach & Wash'; sophisticated Cradle Systems, they have also extended their services to offer office cleaning, carpet and floor as well as telephone and computer specialist cleaning.

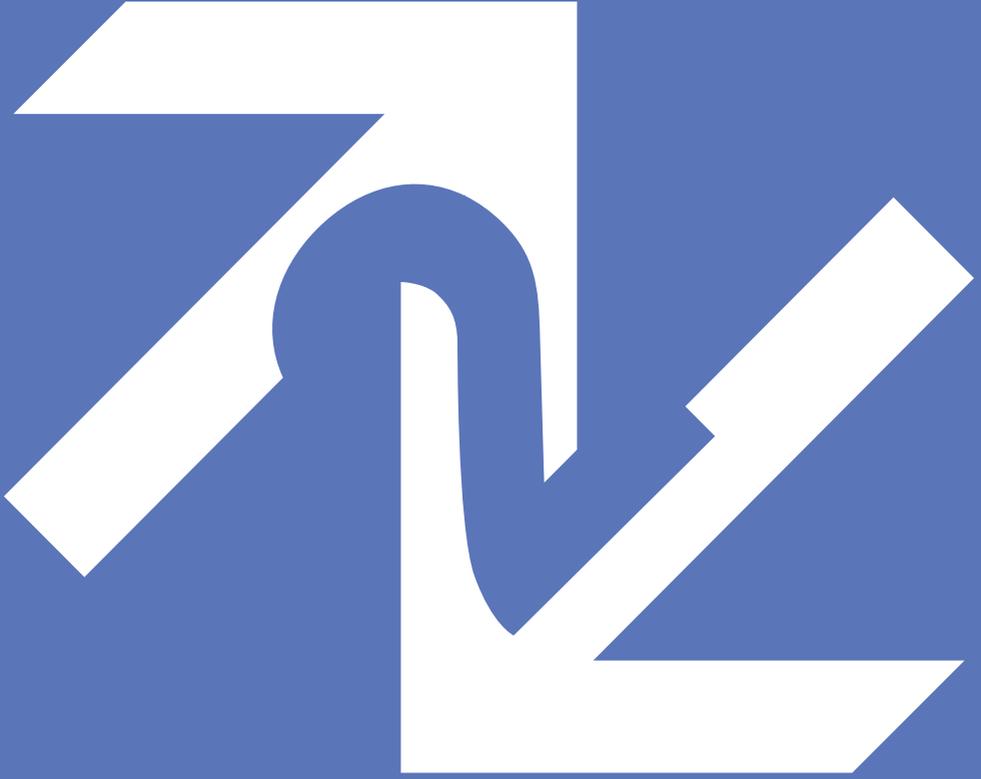
Through a number of Meet the Supplier events they attended as part of the Supply Cross River 2 (SXR2) programme as well as receiving one to one support they have built up their knowledge on what buyers are looking for and it has given them the confidence to tender for different contracts.

Within the next five to ten years Millards are hoping to double the size of the company and they are hopeful that with the

support of SXR2 they can continue to win further cleaning contracts to contribute to meeting this objective. They are also in the process of recruiting an apprentice through the National Apprenticeship Scheme.

*'We are very grateful to Supply Cross River 2 firstly for helping us to win this contract which we would not have known about and secondly for getting us into a new market channel of specialist Window Cleaning. We are also hopeful of winning further work in this sector with the help of the project, because of our expertise in the cleaning industry.'*

*Miles Edmonds  
General Manager  
Millards Cleaning Services Ltd.*



**Serna Cleaning Services wins two contracts through Supply Cross River 2**  
[www.sernacleaning.com](http://www.sernacleaning.com)



# Serna Cleaning

**Serna Cleaning is a family business with over 20 years of commercial cleaning experience. Originally the company was focussed on residential cleaning but now they have built up a portfolio of clients that include general office, education, media and entertainment and construction sectors.**

Camden Council's Economic Development team actively promote Serna through the local supplier directory which is distributed to Council contractors, large buyers and developers in Camden. As a result, Serna received a number of tender enquiries for submitted bids and won contracts with Kier and BAM via Camden Council's Community Investment programme.

Following an introduction from Supply Cross River 2 (SXR2), the company has recently won a site cleaning contract from Watkin Jones on their John Jones site in Finsbury Park as they were not happy with their incumbent cleaners. Serna was given the opportunity to meet Watkin Jones' procurement



manager, Chris Jones, at a joint Camden Council and SXR2 Meet the Buyer event held in Camden Town in May 2014 and promptly secured an interview on site.

Chris Jones said 'Serna is doing a good job and we are very happy with them. They will definitely be invited to bid for the builders clean package when it is retendered next year.'

Following a further introduction through SXR2, Serna has won a major builders clean contract from Vinci Construction for the newly built BNP Paribas building on King's Cross Central.

*'Thank you Supply Cross River for assisting us. We are very pleased with the win and also thank you to Camden.'*

*Mauricio  
Managing Director*

Serna has also benefitted from receiving training in environmental management through SXR2 with Carbon Smart. Since obtaining accreditation, Serna has found itself in contention for large builders' clean contracts and have won work through Camden Council and SXR2 with Kier Group, Vinci and Watkin Jones and is bidding for several others. Since registering on the programme Serna Cleaning have created 45 jobs.



**Nu-electrics contract win  
for Supply Cross River 2 SME**  
[www.nuelectrics.com](http://www.nuelectrics.com)



# Nu-electrics

**Nu-electrics Limited is a small West London based electrical contracting company founded in 2005 by Chris Scranney who began as a sole trader.**

By 2007, it was registered as a limited company and now employs four people. Nu-Electrics began with a focus on domestic refurbishments with a small proportion of work attributed to the commercial sector. That share proportion has recently been on the increase and the company is concentrating on maintaining that trend.

Nu-Electrics has attended a number of Supply Cross River 2 (SXR2) events since joining the programme last year. These include workshops, Meet the Buyer events as well as receiving 1:1 support on a range of business development topics from assistance with preparing tenders to help & advice on preparation of company policies.

This new knowledge has given them the confidence to tender for work which wouldn't have been possible a few years ago.



They are now getting ready for the CHAS accreditation which SXR2 has equipped them with the capacity to do. Through the SXR2 team, they were put forward to Westfield for their re-lamping works.

They successfully got through the PQQ stage and were asked to tender. In January 2015 they won the contract which was worth around £7,000. They are now on the approved contractor framework at Westfield which has already created further tender opportunities with a second contract of a similar size already underway.

Nu-Electrics have also safeguarded a job thanks to SXR2.

*'The project has allowed us to attend many workshops and Meet the Buyer events and given us the confidence to tender for work which would have been far beyond our reach a couple of years ago. It has helped us prepare for the CHAS accreditation too which is priceless in today's environment. We are looking forward to using this new found knowledge to help us continue to grow as a company by bidding for larger and more diverse contracts.'*

*Chris Scranney  
Nu-electrics, Director*



# Illustrious Homes



**Illustrious Homes was founded in 2004 by Kunle Barker. He started off as a sole trader and today he is the Managing Director of the company which employs 6 people in the office and up to 150 people on site.**

The organisation started off as a property development company and today it is one of the UK's leading construction companies and works in the private and social housing sectors, as well as in the commercial arena.

They joined the Supply Cross River 2 (SXR2) project in January 2014 and since then they have attended numerous workshops and events and have also benefited from 1-2-1 support. Illustrious Homes have recently secured a contract win with O'Hare and McGovern (OHMG) for joinery work on their new housing development in West Hampstead. The contract is currently worth around £70,000 and this could increase to around £500,000. The contract win came through the SXR2 Meet the Buyer event held in partnership with Camden Council in May 2014.

As a result of the support received through SXR2, Illustrious Homes' turnover has increased by 30%. Their profit margins are now higher as they have a more diverse and better quality of buyers to work with. It has also allowed the company to understand buyers better and has equipped them with the knowledge and confidence to tender for similar contracts in the future. They have also signed up to the National Apprenticeship Scheme to advertise their opportunities and access candidates.

*'The SXR2 project has allowed us to meet buyers and access real opportunities. Something we wouldn't have been able to do alone. If it wasn't for our 1-2-1 meeting at the Meet the Buyer event with OHMG, we wouldn't have stood a chance at winning this contract. This has opened up new markets for us and given us growth opportunities we could only have dreamt of. We would also like to extend our thanks to Camden Council for all their support.'*

*Kunle Barker  
Managing Director.*

Since winning the contract they have created around 30 jobs and safeguarded a further 9. By the end of the OHMG contract they will have created around 75 jobs mostly for local residents.

Illustrious Homes are now hoping to get onto the Camden Framework for Better Homes Bonus and expand their work in the other Borough's throughout Greater London.



**Catering2Order bites their way into a £200,000 contract win with a multi-national company**  
[www.catering2orderlondonse16.co.uk](http://www.catering2orderlondonse16.co.uk)



# Catering2Order

**Catering2Order is a multi award winning catering company and social enterprise. They offer a range of innovative and proactive catering solutions to a growing and impressive portfolio of leading private and public sector clientele.**

Set up in 2007 by its Managing Director Dr John Charles, after losing his sight aged 23 and being told that his only prospects were working in a factory. The company initially employed 2 members of staff and began by providing outside catering services to local businesses.

Since then Catering2order has expanded its services and offers staff restaurant management to a number of corporate clients as well as canteen design, setup and management for most of the leading construction firms in the UK including Lend Lease, Skanska, Mace, Wates, Ballymore, Carillion, Costain and Willmott Dixon.

Today Catering2order employs nearly 20 staff, with more than 70% who were traditionally furthest from mainstream



employment and 40% of whom have a recognised disability. The main challenges to setting up the business initially were access to finance and opportunities as it was initially very difficult to persuade new customers to give them an opportunity.

Whilst still difficult today the company now has an established track record of delivering mouthwatering and creative catering solutions which are timely and cost effective to corporate standards.

The project helped to introduce Catering2order to a new long term client and secure a new contract worth around £200,000.

Catering2Order are always tendering for new contracts and on the look out for new opportunities to deliver their services as it's not just about looking for tender opportunities

but being proactive and engaging with existing and potential new clients to discuss their current and future requirements. Their USP is delivering innovative services for clients and a can-do attitude which will continue to help pave the way to success.

*'Supply Cross River 2 programme was instrumental in introducing us to Lend Lease our newest client and their Finsbury Circus opportunity. We have wanted to work with Lend Lease for a number of years and our aim is to become a preferred catering supplier. None of which would of happened without the support we have had from this European funded project. We hope this new contact will allow us to continue to win more work and grow as a company.'*

*Dr John Charles, MD*

[www.supplycrossriver.co.uk](http://www.supplycrossriver.co.uk)



