



Coventry and Warwickshire Growth Hub

The first LEP Growth Hub to invest in the GrantFinder funding service

Challenge:

Including a service to identify financial assistance for regional businesses

Coventry & Warwickshire Growth Hub is a jointly-funded public-private initiative acting as the public face of the area's Local Enterprise Partnership (LEP); one of 39 such organisations operating across England. Launched in 2014, the Growth Hub is at the coalface of local industry, serving the needs of its enterprising new entrepreneurs and established companies in accessing the crucial support needed for starting-up or developing a business.

Jon Bass, Business Navigator at Growth Hub explains; our business support role centres on information gathering, diagnosing business needs and brokerage between the business community and local agencies that provide follow-on support. With a shared background of assisting businesses at the local Chambers of Commerce, the team already use a range of marketing and business support products and recognised the need for a service that could identify financial assistance.

Jon added, "In order to demonstrate to central Government that we are adding value by providing a well-resourced and sought-after service, we need funding information at our fingertips, ready to pass on to our clients."

Solution:

Implementing a funding service to strengthen financial assistance

"Adding a funding service to the Growth Hub's assets would help us to successfully accelerate and broaden the process of identifying new funds and support packages for the region's businesses, well into the future."

"We decided to subscribe to GrantFinder, the Idox funding solution to help us save time in matching the right funds to their intended markets. The primary area of support we are asked about is start-up funding, but the Growth Hub is fully aware that businesses already trading and in need of a monetary boost to propel them to the next level are just as important. GrantFinder allows us to search across both scenarios, with the ability to filter by the applicant's stage of development."



“GrantFinder enables the team to quickly run searches, produce reports, monitor the daily news alerts and match up new funding streams with potential applicants already on our books.”

Jon Bass
Business Navigator
Growth Hub

Outcome:

Advising on a broad range of financial support

Jon continued to say, “GrantFinder enables the team to quickly run searches, produce reports, monitor the daily news alerts and match up new funding streams with potential applicants already on our books. We can also capture content from the GrantFinder weekly bulletin for our own newsletters.”

Within the first month of using GrantFinder, it has already broadened the range of business funds that are in the system. Whilst some of the larger government programmes are well known, many of less well-publicised pots of money on GrantFinder have not been heard of before. By setting up alerts the Growth Hub team now have the confidence that they will be kept updated about new opportunities as they arise and can pass these onto their business community to apply for and, hopefully, get ahead of the crowd.

Call us now on 0333 011 1200 or email marketing@idoxgroup.com to find out more about Idox’s funding solutions.

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