



ADVERTISING PROFILE



Raising the entrepreneurship game in South West Wales

At Venture Wales, our aim is simply to do our best to help you succeed. We know what it takes to start and grow a business from an idea to becoming a successful and profitable enterprise.

Over the last 10 years more than 10,000 businesses have been supported throughout Wales, in a mix of both established and pre start companies benefiting from our unique breadth of experience, capability and track record of delivery of real benefit.

Managed from our Swansea office, our West Wales business support team consists of Chartered Accountants, Chartered Marketers, HR specialists and experienced business advisers, all able to offer first class advice and guidance to help you remove the barriers to your success.

The team is currently working with over 100 businesses across West Wales in 2010 with over 30 new companies already starting this year creating almost 200 jobs. The aggregate capital investments of these new firms exceed £20 million and the expected combined turnover of these new start clients in South West Wales this year is in excess of £11 million.

Venture Wales has assisted a range of exciting ventures in West Wales, some of the most recent come from the following dynamic and talented entrepreneurs.

Swansea University graduates, Rachel Bryan and Sharon Stephens approached Venture Wales for help in setting up Veritas, a language translation company.

Venture Wales guided the pair through the business planning process, financial forecasting. The duo were able to benefit from the WAG Graduate Bursary which helped get their business off the ground. Since setting up in June 2009, Veritas has become a global provider of translation and interpreting services experiencing widespread growth and opening satellite offices in New York, London and Moscow.

Veritas now employs over 1500 translators worldwide. This thriving and dynamic Welsh business recently received the HSBC Start Up Stars International Award presented in London by Lord Digby Jones. Huw Morgan, head of business banking at HSBC said, "with the right help and support, there are still great opportunities out there for people with the dedication and drive to succeed".



Lord Digby Jones presents Directors of Veritas Sharon Stephens and Rachel Bryan with their award

Venture Wales also helped entrepreneur Noah Redfern turn an ambitious cultural project into a viable business. Redfern, a carpenter, artist and DJ by trade, was keen to inject culture into the Uplands area by setting up a café bar and art gallery. With support from Venture Wales he was able to prepare a business plan, forecasts and access advice on his general business needs.

Redfern said, "When I set up in 2009, I was entering a world I knew nothing about, but if I was unsure of anything, from business plans to talking to accountants, Venture Wales were always there for me."

Redfern's business, Noah's Yard, boasts an immaculately presented ground floor café bar, fitted with classic and contemporary décor built from reclaimed materials including wood from demolished buildings on The Kingsway, Swansea. The first floor art gallery showcases work by local artists and displays an original piece by street artist Banksy. Redfern now employs seven members of staff and the business has quickly established itself as one of the finest and most sought after places to socialise in South West Wales.

Milford Haven's SINTEC, an innovative call centre, also received support from Venture Wales. SINTEC founder Thomas Sinclair opened the business in July 2010 capturing calls on

behalf of a range of companies and taking orders, making appointments and dispatching brochures so that customers are never greeted with a voicemail or experience an unanswered call.

Sinclair was able to access help through Venture Wales' growth program, receiving support with private finance, grants, business and financial planning. Venture Wales helped SINTEC raise £15,000 of government funding enabling the business to grow and create 34 jobs in the local area. Thomas Sinclair said 'We are extremely grateful for the detailed support provided by Venture Wales over the last 8 months. Without their support it would have been much harder to establish our business in the current economic climate.'

Venture Wales is the leading business support organisation in Wales and provides a dedicated programme of support services to meet the needs of companies with growth aspirations and to help entrepreneurs with a viable business idea.

To discover how Venture Wales can help start and grow your business, call the Swansea Office on: 01792 701199 or visit www.venturewales.com

