

Quadrant Building Control

Joe Champion, Director

Jobs



Up by 40% in
12 months

Turnover



Increased by 40%
in the year from
2013 to 2014

Ambition



Ambition to go
from 1 regional
office to a national
organisation with at
least 10 offices

“GrowthAccelerator has helped us develop from a business with no firm plans to one with a roadmap for long-term growth and sustainability”

About the business

Founded in Lincolnshire in 2007, Quadrant Building Control is a licensed building control provider. As well as helping clients ranging from individual homeowners to major property developers comply with increasingly complex building regulations, Quadrant also provides a full range of domestic and commercial energy use assessments and courses and seminars on building regulation topics.

Our growth journey so far

After being an Approved Inspector for Lincoln City Council, I worked for two local firms set up to capitalise on the opening up of building control inspection to the private sector. Then, in 2007, I suggested to three fellow inspectors that we set up our own business. The impact of the recession on the construction industry hit us about 18 months later, but by that time we had got work from two large supermarket chains which helped us keep our head above water during the worst of the downturn. It wasn't easy though and while we didn't have to downsize there was not huge growth either.

The challenge

After focusing for so long on simply getting through each year we didn't really have any particular vision or future plan. We had talked about opening a series of regional offices in the East Midlands to achieve better geographical coverage but were so busy with day-to-day work that we tended to put ideas to one side between meetings. It also has to be said that we didn't have a huge amount of experience in business planning.

Getting the right advice

Things changed when we were invited to a GrowthAccelerator presentation by our accountant, Duncan & Toplis. Their belief in the programme and selection of us as a potential high growth business gave us confidence that it could be just what we needed. Our Growth Coach Andy Aldridge had a background in construction and the experience to appreciate where the business could go and what we needed him to do: come up with proposals so we could choose the path we wanted to take and agree a growth plan. His positivity about the opportunities out there has been important in countering our view of the chance of growth in a still-rocky economy and his can-do attitude has been infectious. Andy also

signposted schemes like apprentices and internships which are likely to play a part in our future growth and help us meet the need to get more young people into the industry.

Implementing change

The business has been transformed. Instead of being a company with one regional site we have become an organisation with three offices in the East Midlands and, recently, a presence in London too. Turnover and profitability have also risen.

Each of our new offices, in Lincoln, Stamford and Leicester, is run by a director and staffed by new project managers and admin staff as needed. We've recruited in London too and will be opening an office there soon. We're also currently developing a marketing strategy via an external agency. We are in the process of introducing tighter financial controls to make sure we have the cash available to keep growing and also a cloud-based data system to enable access across the business. One of the most important changes we've made is holding regular board meetings, chaired by Andy, which all directors attend no matter how busy they are and whose agreed actions are followed through.

What's next for Quadrant Building Control?

We've taken huge strides forward in the last 12 months and there's no let up! We plan to set up more offices in major cities across the country, targeting turnover of £500,000 each within five years. With Andy's help we have also looked at least 10 years out and developed a plan to ensure the sustainability of the business beyond the leadership of the current directors.

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