

Pictured: Anne Solomon from Venture House (left) with Simon Teale, founder and director of Felber Consulting.



## CONSULTANCY FIRM SET TO EXPAND ITS BUSINESS

[www.felberconsulting.com](http://www.felberconsulting.com)

A Stratford-upon-Avon business with professional and IT service clients all over the globe is set to expand its team and client base.



felber  
CONSULTING

**Simon Teale, a founder and director of Felber Consulting, set up the business seven years ago and since that time, it has gone from strength to strength.**

Within the next 18 months, the firm is looking to double the size of its team as demand for services begins to rise.

Taking advantage of this growth, the team also wants to move into other markets and take their expertise to other parts of the world – building on the strong reputation that it has created over the years.

Felber Consulting helps businesses understand the implications of

their strategy and design the right implementation that will lead to achieving their goals, streamline business operations and mobilise and motivate staff.

### Convenient base

Simon helped to start Felber Consulting seven years ago, first of all using coffee shops as a base of operations, but then decided to move into offices.

But because of the nature of the business, the team was out on the road and the offices were under-used and an unnecessary cost.

But Simon liked having somewhere that was very much a work environment and didn't want to bring his work home, which led to the search for somewhere he could take up a small amount of useful space.

He discovered Venture House – Stratford-on-Avon District Council's business centre which opened on the Avenue Farm Industrial Estate in Birmingham Road in 2016 after receiving £450,000 of funding from the Government's Local Growth Fund through the Coventry and Warwickshire Local Enterprise Partnership (CWLEP).

"I hot desk at Venture House and it proves perfect for me," Simon said. "Felber did have an office, but because the team and I travel so much, it didn't really get used."

"So it proves the best of both worlds as I have a base, but not all the overheads. Some of the team have also found similar kinds of schemes where they are based so they prove to be extremely useful."

### Unexpected benefits

What has surprised Simon is the benefits that he didn't think would come from Venture House.

"What I didn't expect is that being based at Venture House has provided networking opportunities, which have been very useful and the facilities are fantastic if you do need to have meetings," he said.

"Our customers have the ambition to grow revenue, to improve delivery of services, to streamline operations or to invest in and lead successful change," Simon said.

"We have noticed that demand for our services is rising and if our clients have the ambition to grow, then we need to look to expand as well."

"At the moment, we are a team of nine spread out across the country and in Europe, but we would like to increase this by 50 per cent over the next 18 months."

Although growth is on the horizon, Simon is keen to keep his relationship with Venture House open as it has proved very valuable.

He added: "As we grow and expand, we will need offices and I hope that we may be able to look at working with Venture House as its services have proved to be very worthwhile to the company and myself."

The company also has a partnership with Kimble Applications the provider of Kimble, the end-to-end Professional Services Automation (PSA) system for Professional Services Organisations (PSOs), which means that the firm can introduce businesses to a world-class solution to help them effectively manage consulting capabilities.

### Flexible working space

Nancy Singleton, centre manager, said Venture House was the perfect option for businesses like Felber Consulting where an office doesn't always work.

"A traditional office environment

doesn't work for all businesses and this is the case for Simon and Felber Consulting," she said.

"Our centre is flexible and provides an innovative space that can work better for some rather than having commercial premises.

"Venture House also provides free business support from advisors at the Coventry and Warwickshire Local Enterprise Partnership Growth Hub so we are providing a complete service for micro and small businesses."

Lucy McGovern, CWLEP Programme Development Manager, added: "It is great to see that an established business such as Felber Consulting can still find huge benefits from facilities like Venture House.

"Venture House is the perfect location in the heart of the UK and provides the state-of-the-art facilities which businesses need to thrive.

"There are many positive ways in which Venture House can have an impact on a business, whether it is just starting out or already one that is established and going from strength to strength."



To find out more about Venture House, please visit [www.venturehousestratford.co.uk](http://www.venturehousestratford.co.uk) or contact 01789 207500.

Venture House Business Centre is operated & managed by Stratford-on-Avon District Council in partnership with:



## ABOUT THE LOCAL GROWTH FUND

**Local Enterprise Partnerships are playing a vital role in driving forward economic growth across the country, helping to build a country that works for everyone.**

That's why by 2021 Government will have invested over £12bn through the Local Growth Fund, allowing LEPs to use their local knowledge to get all areas of the country firing on all cylinders.

Analysis has shown that every £1 of Local Growth Fund invested could generate £4.81 in benefits.

LEPs are investing in a wide range of projects informed by detailed analysis of the most pressing economic needs in each of their areas, including transport, skills, business support, broadband, innovation and flood defences.