

## "Are you ready to tender?" – British Standards Institute (BSI)

Channel Chamber of Commerce is holding a series of workshops over the next three months to help small businesses qualify for big money contracts. The three workshops are being sponsored by the British Standards Institute (BSI) and will be delivered by David Hall, Managing Director of Business Flow UK Limited, and are an introduction to the essential ISO standards. Kent County Council's Strategic Procurement Manager - John Tunnicliff will also be taking you through the schedule of tenders suitable for SME's during the year ahead and a Business Link executive will offer practical help and expert advice on how to take full advantage of these opportunities for public sector procurement.

**Spaces are limited so early booking is recommended...!**

<b>Tuesday 16th March 8.00 am - 10.30 am</b>	Channel Chamber of Commerce, Folkestone
<b>Tuesday 13th April 8.00 am - 10.30 am</b>	Ramada Hotel, Dover
<b>Tuesday 18th May 8.00 am - 10.30 am</b>	Thanet - Venue TBC

<b>£15 +VAT (including full English breakfast)</b>	Chamber members
<b>£20 +VAT (including full English breakfast)</b>	Non-members

Our event partners:



## Upcoming Events – "At a Glance"

**24<sup>th</sup> February 2010**  
**08:00am - 12:30 pm**  
**01:30pm - 06:00 pm**

**Boost your Sales and Profits Workshops,**  
Channel Chamber of Commerce, Folkestone

**10<sup>th</sup> March 2010**  
**07:30am - 09:30 am**

**Breakfast Connect**  
Holiday Inn Express, Folkestone

**11<sup>th</sup> March 2010**  
**06:00pm - 09:00 pm**

**Driving your business forward in 2010**  
Hall Place Enterprise Centre, Harbledown, Canterbury CT2 9AG

**29<sup>th</sup> March 2010**  
**08:30 am -10:30 am**

**Get Ready for Kent 2020**  
Ramada Hotel, Maidstone

For Further details, contact Tracy Reynolds on **01303 270022**

[info@channelchamber.co.uk](mailto:info@channelchamber.co.uk)

Channel Chamber of Commerce is the official BCC Accredited Chamber for East Kent working to create a single voice for the local business community, networking and business-to-business opportunities along the coast From Dungeness to Margate.

2010

# February Newsletter



## Folkestone's Newest UK Online Centre

### UK onlinecentre

in Folkestone are set to take their first steps with computers and the Internet by learning Online basics with a new, free course designed especially for beginners.

Channel Chamber of Commerce has been appointed by Ufi as their newest UK Online Centre.

Peter Hobbs, Chief Executive of Channel Chamber states:

Set up by government ten years ago to provide public access to computers, the UK online centres network plays a key role in exploiting ICT to help improve individual lives, strengthen communities and achieve social inclusion.

*"The mission of our new Online Centre is to connect more people in Folkestone to digital skills and opportunities, using technology to improve lives and life chances. We believe that everyone should be a confident user of the internet if they are to participate fully in today's digital society. Being online brings a range of personal benefits, including financial savings, educational attainment, improved salary prospects and independent living for older people."*

Up to two million people now access UK online centres across England, and many use myguide to introduce people to the world of ICT. myguide is a simple web platform designed to make getting online easy, and was developed by the UK online centres team at Ufi in consultation with a wide variety of partners.

**To take advantage of Channel Chamber's new Online Centre facilities please telephone 01303 270022 for an early appointment or call at our offices at Shepway Business Centre, Shearway Business Park in Folkestone.**

At Channel Chamber's UK Online Centre, based at Shearway Business Park in Folkestone, many local residents

## The Marquis at Alkham- Michelin rated 'Rising Star'



We've just a few places left and if you want to be pampered at 7.30am in such delightful surroundings, please phone Tracy TODAY on 01303 270022.



Our congratulations go to Chamber member Charlie Lakin of The Marquis Restaurant who is one of only three chefs in England to be awarded a rising star in the 2010 Michelin Guide.

**For further information about the Marquis, to reserve a table or book accommodation, please visit:**  
[www.themarquisatalkham.co.uk](http://www.themarquisatalkham.co.uk)

Tel: 01304 873410

Email: [info@themarquisatalkham.co.uk](mailto:info@themarquisatalkham.co.uk)

Sadly, due to the snow earlier this month our Networking Breakfast at the Marquis was cancelled but we have quickly rescheduled this event at the 200-year-old former village inn - now converted into a luxury boutique restaurant with rooms to Thursday 25th February.

## Free Support, Advice and Guides: Range of services from Business Link

There is an appetite amongst businesses in the South East to develop new initiatives. Businesses appreciate there are new opportunities following a recession but such ambitions need to be planned carefully.

Research undertaken by Business Link shows that its customers are more optimistic for growth than those not using their service. 66% of Business Link users expressed an intention to expand compared with only 48% of non customers. It appears that those businesses with growth ambitions are seeking out help and support.

Business Link, the business information, advice and support service funded by SEEDA in the South East, is in touch with over 150,000 businesses annually. Amongst these, in 2009, over 18,000 businesses received a free business review 'health check' with qualified Business Link Advisers.

The free review identifies strengths, areas for improvement and issues affecting trading. Business owners are guided through the review, solutions are suggested, and together a step by step Action Plan is produced.

Recent Business Link customer, Penina Shepherd of Acumen Business Law who undertook a review says, "Business Link's Advisers had plenty of business expertise, practical experience and provided an excellent service. We have made several significant changes and put in sound financial systems to measure our success. We now recommend our clients to use Business Link."



### Free Guides

Businesses in the region may be interested in Business Link's tailored Guides targeting a range of needs. An example would be the 'Winning Business in tough Times' guide, which focuses on winning public or private sector contracts, pricing of products and ensuring the right skills for success. To download this and other

guides go to [www.businessquestionsanswered.co.uk](http://www.businessquestionsanswered.co.uk)

**If your business could benefit from a business review 'health check' or you would like to find out about the other free services simply go to:**

[www.businesslink.gov.uk/southeast](http://www.businesslink.gov.uk/southeast)  
or  
Call 0845 600 9006

## "Healthier benefits for Chamber members"

### How does 20% cashback sound?

**If you are a chamber member this is what you could be receiving if you switch your company's health insurance to AXA PPP healthcare.**

At AXA PPP healthcare we are offering 20% cashback on premiums received\* to any company that takes out our Chamber Business Choice Healthcare policy. This means that every time we receive your premium, you will receive 20% of it back!

This new benefit is also available to companies who don't have any scheme in place and are maybe looking into the many advantages of corporate private medical insurance.

Included in this policy is a telephone Employee Assistance Programme providing help and assistance during those difficult times to **all** staff whether or not they are covered on the company's health insurance plan.

To find our more information on this policy or the advantages of having a corporate healthcare policy then please contact us directly on 0800 38 77 54 quoting **CHA20**. Lines are open Monday to Friday 9am to 5pm and calls maybe recorded.\* Includes insurance premium tax currently at 5%. This is removed & 20% is payable on remaining premium.



**PPP HEALTHCARE**

## The BigRedL Company



It is not often that an opportunity comes along providing a clear win – win for everyone involved. According to the Health and Safety Executive anyone who drives for you on business, must have their occupational road risk managed or you could face serious financial consequences or in the very worst case scenario a prison sentence. Imagine if a company that can take this additional stress away and that company would be The Big Red Fleet Company.

We can easily save you a staggering 16% on fuel and improve the road safety of your drivers and can also offer a simple and cost efficient solution with our online driver risk assessment and driving license check. We are also The SAFED for vans training provider of the year.

Call David Burton on 01303 298251  
[dave@bigredl.co.uk](mailto:dave@bigredl.co.uk)

## Fit For Life

Fit For Life is not just about weight loss. It's about helping you to achieve your long term health goals in a way that is tailored individually to you. Giving you increased energy and vitality and confidence with your personal body image.

I offer a personal 1-1 service - fun weight loss challenge groups - as well as group bookings for staff within the workplace (discount available).

**What you get:**  
**Your own personal weight management coach**  
**Amazing support**  
**Good nutritional advice**  
**Full body evaluation**  
**Caloric and protein needs explained**  
**A healthier, fitter, more energised you**

Book for the New Year before Feb 28 2010 and receive an exclusive Chambers Member 25% discount - Quote Chambers 10 when you call. Please refer to leaflet inserted.

Call Karen Pimblet – You Local Weight Loss Coach  
01303 270085 , 07516633607

## Belmont Hypnotherapy Centre



Jean Murton the director of the Belmont Centre for Hypnotherapy UK is the training officer for the British Association of Therapeutic Hypnotists (established 1951) and was awarded the chairperson's award with the National Council of Hypnotherapy UK. 2006 . The UKCHO (registered 81462) an umbrella organisation for regulating Hypnotherapy. Jean is one of the directors. Master Practitioner of Neuro-Linguistic Programming: Member of the UK Guild of Hypnotists: The National Association Transpersonal Hypnosis: International Medical & Dental Hypnotherapy Association: A director for National Board of Ethical Standards International, USA

Jean practises her art on most emotional issues. Specifically on addictions. Smoking, Phobias, driving drinking, anxiety lack of self esteem, weight, so forth!. Over the past twenty-eight years she has helped many hundreds of people. As well as working in the Belmont Centre, during the past twenty eight years she has travelled world wide in helping others.

Call Jean Murton on 01843587929  
[belmontcentre@btconnect.com](mailto:belmontcentre@btconnect.com)

## HotGreyHair

**HOTGREYHAIR**

If you are looking for a senior director that can add value in either and executive of non-executive position, at Hotgreyhair we have the experience your business needs either on a project basis or long term engagement.

At senior level it is often difficult to reflect prior to making decisions, who can you speak to in confidence that has "been there before". Creating that relationship adds value to the business and to you as a person.

Call Annemieke Hartman – Jemmett on 07900 243105  
[ahj@hotgreyhair.co.uk](mailto:ahj@hotgreyhair.co.uk)