



erskine
consultants

Business & Environmental Management Consultancy

Managing Change



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Below is a summary of our main consultancy services; however, we are constantly expanding into new areas as we uncover examples of best practice and outcomes of research. If you can't find the service you require please give us a call.

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Introduction

Erskine Consultants Ltd is a specialist business consultancy with a slant towards interiors and the environment. Founded by Bob and Diane Erskine who, together, have over 50 years commercial management experience in metal, timber and furniture manufacturing.

We have worked within the A&D and end-user markets of both public & private sector organisations, national and locally focussed in varied markets including healthcare, education, high street retail-restaurant-leisure & commerce on large multi-million pound capital schemes as well as minor works.

We offer wide ranging consultancy services for end users which include: management consultancy on decommissioning and commissioning covering both disposal and acquisition of furniture, fixtures and fittings.

Manufacturers & suppliers of contract furniture can benefit from market research, business planning, product design & supply chain management.

All organisations involved with the purchase or supply of interior furnishings will benefit from our services.

We recognise the need for a flexible consultancy service that can be shaped to your organisation's individual needs. If you would prefer to talk to us you can contact us directly using the numbers on the back of this booklet.

Bob Erskine has over 30 years commercial, sales & marketing management experience in manufacturing industry.

Diane Erskine has 25 years administration, sales, events and marketing management experience.

Alexander Erskine, one of our technical advisers, has four years engineering and AutoCAD design to HND level.

Christopher Erskine, another of our technical advisers, has a 2002 degree in product design from University of Northumbria.



Key services for end users

FURNITURE AUDIT & CONDITION SURVEY

All data collected is recorded in bespoke spreadsheets, represented in styles that suit your requirements. They can incorporate digital images for identification. An asset management service is available utilising a variety of label systems. Product condition is recorded in relation to legal requirements, general repair status and repair viability can also be reported on.

HEALTH & SAFETY REPORTS

We take into account current health & safety requirements, place of work act and display screen regulations. Any exceptions are noted and compliant solutions are recommended. Full cost breakdowns of any recommendations can be made available.

SPACE PLANNING, DECANT & CHURN

We can offer space planning services using AutoCAD 2009 for new furniture layouts, furniture reconfiguration and churn. The advantage of using our service is that it is totally impartial and will include new, repaired or churned products to enhance the value for money aspect for your project.



DECOMMISSIONING & DISPOSAL MANAGEMENT

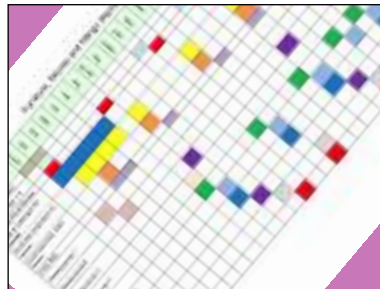
We supply a professional well thought out route that is cash positive in relation to interior decommissioning. Spreadsheet reports can detail the location of products, suitability for re-use, decant to store or disposal; incorporating our unique disposal methodology.

PROJECT MANAGEMENT

We will take a full client brief and either work within a team or completely manage your requirements independently from writing a technical specification, issuing of tenders, appointing of contractors, supply chain management and product installation management.

SPECIFICATION WRITING FOR TENDERS

Specialising in contract furniture we fully develop your requirements, working with professional industry and trade organisations including the Furniture Industry Research Association of which we are members; to develop accurate and easy to follow specification, that will comply with all current and planned ISO standards.



Key services for furniture manufacturers

BUSINESS PLANNING

We advise on, or prepare, clearly focused and realistic plans for almost any purpose: shareholders, investment, funding and sales development. Our plans can be tailored to suit different audiences. We can incorporate sales forecasts, pricing strategy, competitor analysis, budgets, cash flows and profit & loss forecast. In fact whatever is needed for that particular plan. All data is carefully detailed and sources fully referenced. No business decisions are made today without accurate and detailed planning that can be monitored and reviewed throughout its lifecycle. You can be sure that our plan will be as detailed or concise as you require. We can include an independent professional accountancy opinion based on the plan assumptions.

SALES & MARKETING

We can prepare reports that identify and target customer and market opportunities, developing business strategies that will utilise your strengths to support sales efforts, margins and growth. We will help develop your marketing strategy to incorporate a clear mission statement, achievable objectives, marketplace specialisation, customer and market needs analysis. Brand strategies can be developed. We will ensure that your plan can be tracked and reviewed easily, either by area, salesperson, product or market area.

DESIGN MANAGEMENT

Market research into target markets and development of customer needs are important pre-requisites to the appointment of a product designer or team. We specialise in detailed research and the management, optimisation and co-ordination of internal and external supply chains; all key areas in successful product design. We vet external component and raw material suppliers, working closely with industry professionals and independent research bodies, to offer advice that will ensure compliance with current and planned legislation that will affect your new product design.



Important key service for end users & manufacturers

Carbon Calculator®

Enhance your environmental credentials by using our unique service of carbon calculation incorporating embodied energy. We carefully carry out calculations on all of the raw materials used within your furnishing products; we even take into account transportation values from anywhere in the world. We charge this service on a time fee basis rather than expensive licensing and calculation charges. It is a cost effective valuable tool. Impress everyone with actual data on disposals and acquisitions resulting in truly Net figures, not available in this format anywhere else.

Currently only available on furniture, wall and floor coverings, we plan to introduce a wide range of other products that can be environmentally measured.



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