

**ZERO DRAFT THEIR EXPANSION PLANS**

Zero Draft is located in Peterborough Ontario and have been trading on their current site for 6 years. They provide weatherization solutions to their Customers and have ambitious growth plans for the business

The co-owners Bob & Brenda Stillman see outstanding business opportunities and feel they have the vision and product knowledge to offer cost effective solutions to their customers.

In light of changing public opinions on the use of the world's finite resources, they not only see their services as providing financial savings, but also reducing the carbon footprints of their customers by encouraging them to behave in a socially responsible manner.

The role of Smart Consultancy Services International's consultant David Smart is leading in the design and development of their services, outlining a viable business plan, then coaching and focusing them on achieving key strategic and operational objectives to grow the business in the direction they want to go in.

To support the business plan, staff will be developed to allow for internal organic growth. Those needs will be identified through training needs analysis (TNA) and subsequent training plans, matching the business demands at each stage of its development

Bob & Brenda believe David is a key player in this process, offering ideas, direction and support that had hindered their growth in the past.

"SCS International is allowing us to grow and consolidate our trading position at a pace we can cope with and Finance, without resorting to taking on crippling loans"



Eric Hoffmann President of Preci-Laser alongside the first manufactured surgical laser

**PRECISE TOOL TO DO THE JOB**

Preci-Laser is located in Dorval, Quebec Canada and was first Incorporated in 2008. This business trades in tandem on the same site with an existing business Universal X-Ray which had been acquired by the current owners Eric & Louise Hoffmann earlier on in the year.

They see huge marketing opportunities, both with veterinary professionals and surgeons who would carry out operations on both animal and humans using their surgical lasers.

Key to their business success was the adoption off a quality management system registered to ISO13485. They used the services of SCS International to take them through this process and were delighted with the knowledge and attitude of their chosen consultant David Smart.

David had had some exposure to the system that operated in the sister company, so continuity and transferal of procedures was relatively easy.

This empathy was the key to a successful project, smoothing the way to get the system up and running quickly so that they could get their License.

"David's prior knowledge of our existing systems and also his vast exposure to SME's across North America were critical to developing a system that was fit for our purpose"