



EAM Consulting Newsletter

Q1, 2010

Volume 2, Number 1

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Latest news:

EAM Consulting reaches agreement with first overseas client:

Lengthy discussions have resulted in our services being retained by a large Taiwanese machinery manufacturer - further details will be contained in the next edition of the newsletter .

EAM Consulting benefits from HOVIP Project Implementation Assistance (PIA) scheme:

Further details will be contained in the next edition of the newsletter.

Business Support Aids EAM Consulting Growth



In a news item on our website recently, we briefly made mention of the support EAM Consulting had received through the 'Taste of Enterprise' scheme run by Centre for Business who are based in Newport, South Wales. Centre for Business are a

leading business support agency who offer services and support to help local businesses start, survive, grow and to prosper. The Taste of Enterprise scheme, which operates from premises in Merthyr Tydfil, provides business support and advice to start-up businesses in the Heads of the Valleys region of South East Wales through test trading.

EAM Consulting was very fortunate to benefit from the help offered under the scheme, and in particular from the exceptional knowledge and support offered by two of the scheme's staff – business advisor Catrin Williams, and project manager Carmel Barry (pictured below).



L to R: Catrin Williams (Business Advisor, Taste of Enterprise), Mark Lees (Owner, EAM Consulting), Carmel Barry (Project Manager, Taste of Enterprise)

From the initial stages of the business idea through to start up Catrin and Carmel were always available to provide essential help and support. Their assistance in securing growth support for the business (through Welsh Assembly Government) has been a fundamental part of our future plans for expansion – without their assistance it is doubtful that this growth support could have been obtained.

From both a business and personal level, we are very appreciative of all the help and support we have (and continue) receive. More details about the Taste of Enterprise scheme and the services offered by Centre for Business can be found on their respective websites:

www.tasteofenterprise.co.uk

www.centreforbusiness.co.uk

EAM Consulting looks overseas



As briefly mentioned in the previous newsletter, we have been actively seeking work overseas. The scope and nature of our business means there is no limitation on where we can provide our services – whether on-site or remotely.

Negotiations are currently in progress with companies in Spain and Taiwan (see the next newsletter for more details of the developments with a Taiwanese company). We are also hopeful that negotiations with a South African company will also come to fruition

Arrangements are being made for two overseas sales trips in 2010 – one to South Africa and the other to Mexico. It is hoped that the Mexico trip will take place as part of an IBW/UKTI supported Trade Mission.

More details of these proposed trips will be contained in the next Newsletter.

Demand for Technical Authoring Grows

Since the last newsletter, the demand on us to provide Technical Writing and Authoring services has been steadily rising – in the last month we have authored several complete manuals, as well as instructional leaflets and even some 'localisation' of translated documents.



This is an area where we are keen to expand our service offerings even further, and would be happy to consider client requirements in any area.

As always, if you have any technical authoring requirements please feel free to contact us to discuss your needs in more detail – our contact details are at the bottom of this newsletter or can be found on our website:

www.eamconsulting.co.uk

New Software Almost Ready....

While recently carrying out some electrical loading calculations for a client, it became obvious that an automated solution would both speed up the process, and also remove the possibility of errors in the calculations. As we have significant experience in automating MS Office applications, an initial application was created in Excel and automated using VBA.

We are now converting the first part of this application (dealing with domestic electrical loadings) into a stand-alone application, and this should be available soon – check our software download page to download it when available:

www.eamconsulting.co.uk/software

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