



# EAM Consulting Newsletter

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## Latest news:

### Meeting Slots Filling Up:

*The available appointment slots to meet with Mark at the various Trade Shows mentioned in this issue of the newsletter are already starting to fill up – contact us as soon as possible to secure your appointment!*

## EAM Consulting to visit several UK Trade Shows over the coming months



As part of our strategy to stay abreast of current developments and thinking in various industries and sectors, EAM Consulting's owner Mark Lees, will be visiting several UK Trade Shows over the coming months.

Although the visits are in part fact finding and networking driven, Mark will also be taking the opportunity to meet with both current and prospective clients as well as former colleagues. If you are attending any of the shows listed below, and would like to take the opportunity to meet with Mark, please contact us to arrange a suitable appointment.

The shows that Mark is currently scheduled to visit are:

Trade Show	Venue	Dates
Packtech	NEC, Birmingham	24 <sup>th</sup> – 25 <sup>th</sup> February
Maintec	NEC, Birmingham	2 <sup>nd</sup> – 4 <sup>th</sup> March
Procurex National 2010	NEC, Birmingham	9 <sup>th</sup> – 10 <sup>th</sup> March
KBB Birmingham 2010	NEC, Birmingham	21 <sup>st</sup> – 24 <sup>th</sup> March
Foodex 2010	NEC, Birmingham	21 <sup>st</sup> – 24 <sup>th</sup> March
PDM10	Telford International Centre	18 <sup>th</sup> – 20 <sup>th</sup> May
Total Processing and Packaging	NEC, Birmingham	25 <sup>th</sup> – 27 <sup>th</sup> May
MACH 2010	NEC, Birmingham	7 <sup>th</sup> – 11 <sup>th</sup> June



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## HOVIP PIA Scheme aids EAM Consulting Growth



During the both the initial stages of setting up our business and beyond, we have received excellent support from the Heads of the Valley Innovation Programme (HOVIP).

In particular, one scheme that HOVIP offer has been of immense benefit to us – Project Implementation Assistance (PIA). In our case, the PIA support assisted us in developing our Sales and Marketing skills and strategy. This support helped us form an effective Sales and Marketing plan, as well as guiding us in the best way to attract new clients.

Full details about the scheme can be found on the HOVIP website ([www.hovip.org/project-assistance.php](http://www.hovip.org/project-assistance.php)), but briefly the scheme offers the following benefits:

- Professional support linked to funding
- £1550 for a project to improve your business
- Pays for 35 hours provider time (worth £1050)
- Balance of £500 to be used on the project
- Project has agreed outcomes
- Quick and simple application process

The scheme is open to any organisation based in the Valleys region of South Wales (Blaenau Gwent, Caerphilly, Merthyr Tydfil, Rhondda Cynon Taff or Torfaen), and applies to any business sector or industry.

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## Growth in Technical Authoring Continues

Our Technical Writing and Authoring services continue to be in demand, and over the last two months we have received many enquiries from companies both large and small in very varied sectors and industries.

We are always looking to expand our service offerings, and would be happy to consider client requirements in any area.

As always, if you have any technical writing or 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](http://www.eamconsulting.co.uk)



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## Website has a minor 'facelift' ....

We have recently made some minor changes to our website, which hopefully should make navigation of the site even easier.

We have also added a secure Client area, which now gives authoring Clients the facility to upload files to a secure drop box, as well as to download their completed documents and files.