

## Background

Drain Surgeons UK Limited were a very fast growing business who hit growth hurdles after 3 years of being in business. Dean Knott, Managing Director was looking for a team to work with him to help structure the business and processes and create a clear plan for the future.

## Business Navigation Services Approach

We reviewed the business with Dean and built a plan that had a 250% growth target over 3 years. We worked with Dean and the team and put in new finance facilities, reviewed pricing policies and charging structures, looked at fleet productivity as well as developing project processes for the groundworks team.

We also focussed on building and training a strong management team which is the platform for the next phase of growth as well as supporting two new business projects.

## Results

The company beat its three year plan target and is now looking forward to the next phase of growth.

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We had 3 years of very fast growth but started to hit growth hurdles. I worked with the BNS team and we have developed systems, structures, pricing and business efficiency.

We have more than doubled our sales in the last two years and 2021/22 will be our record year.

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**Dean Knott**  
**Managing Director,**  
**Drain Surgeons**  
**UK Ltd**