

## Background

Migrate UK are a very well established and successful immigration practice. Managing Director, Jonathan Beech was looking for a new plan to take the business forward and wanted an independent review of the business potential.

## Business Navigation Services Approach

We reviewed the business with Jonathan and through our Business Navigator process identified the businesses key strengths to build on, market opportunities, and looked very closely at business productivity,

Together we reviewed sales, costs and profit by income stream, and then reviewed the business competition and pricing.

## Results

We are now working together on a business automation project that will streamline the company's administration processes, saving up to 90% of time expended on key activities.

A new commercial strategy has been put in place and the company is being repositioned as a business immigration specialists. We are also creating a brand new division for the company that is due to launch in 2023.

The company has seen continued growth with improved sales, margins and profitability, expanding the team with new recruits joining the business in September 2022.



**Jonathan Beech**  
Managing Director,  
Migrate UK

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It has been a very enlightening experience working through the Business Navigator process. I now have a very clear plan for the future and a clear roadmap. The Business Navigation team are supporting the implementation process and we are working together to create the new Migrate UK service in 2023 which is very exciting.

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