

## Press Information

28<sup>th</sup> September 2011.

### **TRAINING COMPANY GETS MIDVEN BACKING**

An innovative health and safety training company that has increased its turnover eight-fold in three years, has received backing from the Exceed - Midlands Advantage Fund.

The Cannock business, Phoenix Health and Safety, is being supported with a £255,000 investment from Midven's Exceed Fund which is backed by Lloyds Development Capital, Advantage West Midlands and the European Regional Development Fund.

Phoenix which provides accredited health and safety training and consultancy services, was set up by Nick and Gizelle Higginson in 2005. The company employs over 20 staff and is on track to achieve turnover in excess of £3 million in its current financial year.

"Phoenix is a great example of an entrepreneurial business that has had a single-minded focus," said Surjit Kooner of Midven who has overseen the investment.

"This is a company that started life on the kitchen table but today is on track to deliver an annual turnover well in excess of £3 million. The company has built up a strong reputation and is beginning to benefit from repeat bookings from individuals and corporate clients including Schneider Electric, Northern Rail and the Ministry of Defence. Phoenix has also taken its own advice – investing significantly in the training of its own staff and developing new systems and products," said Mr Kooner.

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The additional funding from Midven is to help accelerate growth through the provision of additional courses, new staff, establishing new training locations and international expansion.

Founder and Managing Director Nick Higginson who previously had extensive experience working in the health and safety sector, said he was delighted with the support and backing of Midven.

“We’ve grown the business rapidly and expanded our operations to cover the whole of the country – as well as introducing courses by distance and elearning. We have also broadened our offering to appeal to a greater number of individuals and businesses. We operate in a very competitive environment – and that means we have to be both agile and continually mindful of our customers’ needs,” said Mr Higginson.

Company Secretary and Director Gizelle Higginson added “the financial backing of Midven will allow Phoenix to extend our range of products and areas of operation, as well as improving the quality of services for our existing clients. This means that Phoenix will be able to compete at the very forefront of the industry, and accelerate our already phenomenal growth.”

**ENDS**

**Picture caption:**

**Left to right: Gizelle Higginson of Phoenix Health & Safety, Surjit Kooner of Midven and Nick Higginson of Phoenix Health & Safety.**

### **About Midven/Exceed**

Midven Limited is a privately owned commercial fund manager with a successful track record of investing in small and medium-sized enterprises in the Midlands. Midven manages five funds representing £61m under management. The funds have invested in a wide variety of sectors, including software, biotechnology, healthcare, engineering, manufacturing and distribution.

The £18.4m Exceed Fund was established in December 2009 to invest in high growth businesses in the West Midlands. It became operational in March 2010 when LDC became an investor in the Fund. The Exceed Fund can invest up to £750,000 in a range of sectors to support expansion and development. Managed By Midven, its investors include Lloyds Development Capital, Advantage West Midlands and the European Regional Development Fund.

## **About Phoenix Health and Safety**

Phoenix HSC (UK) Ltd. trading as Phoenix Health and Safety is based at Keys Business Village, Keys Park Road, Cannock, Staffordshire, WS12 2HA. It was established by Nick and Gizelle Higginson in 2005 after Nick had worked for several years in the health and safety sector.

The company was incorporated as a limited company in April 2008. Phoenix provides a range of health and safety training and consultancy services including accredited public courses, in house Company training courses and distance learning courses.

It is a legal requirement for every organisation with more than five or more employees by UK law to have adequate health and safety policies and procedures. There are over two million businesses in the UK that fall into the requirement. A significant majority use some form of external health and safety consultancy and training services.

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