



A Personal Touch To Success

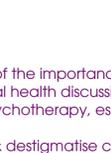
Qinesis
The Business Growth Company

AUGUST 2021

Qurious



Physical



Mental



Community



Social



Financial

Qi Therapy

Qinesis are big advocates of the importance of wellbeing & mental health in business & have been seeing a significant increase in mental health discussions with our clients. However, there is still a stigma associated with counselling & psychotherapy, especially in many engineering & manufacturing sectors.

Qinesis want to help address & destigmatise counselling & psychotherapy. So, we are piloting a new counselling & psychotherapy support programme, titled Qi Therapy, to address the bad reputation mental health has in sectors with low engagement, such as aerospace, rail, automotive & steel fabrication.

Qi Therapy will be more than a wellbeing programme, it will be run by qualified psychotherapists to assess the engagement of employees in industry where take-up of therapy support services is low compared to the public & service sectors. The aim is to help workers in industry address the root causes of their challenges.

If you are interested in being involved or want to learn more about the programme, please do get in touch at Growth@Qinesis.com

[Read more](#)



Meet the MGP Growth Manager for the Derby & Nottingham Region

Qinesis are delighted to welcome Mark Taff as the Growth Manager for the Derby & Nottingham regions of the Manufacturing Growth Programme (MGP).

Qinesis introduced the MGP last month as the UK's largest & leading business support programme for SME Manufacturers. The programme supports improvements for SME Manufacturers by identifying, understanding & removing barriers to growth. Through the programme you can access funded advice & support to address challenges that are impacting your business performance & implement improvement projects for future growth.

The MGP could provide funding up to 33% towards a portion of the costs of expert support from a specialist of your choice. That funding can be used towards a large number of the services Qinesis offers as The Business Growth Company.

If you want to find out more about how you can take advantage of the benefits of the MGP be sure to get in touch!

[Read more](#)



Developing an Innovators Mindset for SMEs

Qinesis is passionate about helping SMEs reach their fullest potential & one of the main ways to achieve that is through innovation.

Many SMEs, however, believe innovation is just for big companies. That they lack the resources & know-how to be innovative or are afraid of change.

Does that sound familiar to you?

Well, you couldn't be further from the truth. SMEs are uniquely positioned to be innovative. You already have entrepreneurialism, creativity, passion & dedicated staff, you just need to develop an innovators mindset.

The University of Nottingham is running a free programme of workshops to learn how to develop an innovative mindset as an SME. The free programme of workshops will be starting in September for SMEs based in Derbyshire & Nottinghamshire & Qinesis specialists will be the coaches delivering them.

The workshops are designed around SMEs challenging schedules, so are broken into manageable sessions. Four 3-hour online workshops will take place every two weeks. Prior to the workshops, each business will have 1-hour virtual onboarding sessions with one of the coaches.

The support of an innovation expert will help you develop your very own company innovation plan irrespective of how accustomed to innovation you currently are.

[Read more](#)



Consultancy: Breaking Down the Barriers

Qinesis has spent a lot of time contemplating the word consultancy in our line of work, considering if we should shy away from the term or embrace it.

Consulting is defined as the practice of providing a third party with expertise on a matter in exchange for a fee. Over the past decades, the term has become synonymous with business advisory.

So, no matter what term we decide to use, Qinesis are, in truth, consultants.

No one can do everything. Whatever your need may be, there is most likely a consultant out there that is immediately available to help you. But picking the right consultant is vital.

Qinesis offers many consultancy services by having different consultants for each specialism. If something isn't in our repertoire, we are always happy to refer you to our trusted partners & associates. With Qinesis you have a global brand on your doorstep.

To learn more about Consultancy & how to break down the barriers check out the article on our website.

[Read more](#)



Qi Board: How does it work & the benefits - Hydropath Case Study

The non-executive director's (NED) role is to provide a creative contribution to the board by providing objective feedback. As someone outside the organisation, the NED may have a clearer or wider view of external factors affecting the company & its business environment.

Qi Board approaches the business transformation holistically & is focused to support the growth of the organisation beyond just the board room. Qi Board touches all aspects of the business such as:

- o The Executive Board
- o The Senior Leadership Team (SLT)
 - o CEO Business Coaching & Mentoring
 - o SLT Coaching & Mentoring
 - o Marketing & Sales
- o Financial Director Services & Support
 - o Leadership & Operations
- o Developing the A Team for Succession Planning
 - o Business Trouble Shooting
 - o Recruitment
 - o Preparing Exit Strategies
- o Ad Hoc Activity (Approved by the Managing Director before actioning)

Hydropath Technology explored the opportunity to working with a Business Growth company who can facilitate a Business Transformation Programme that is inspiring, engaging & links to the unique offer & technical expertise available from Hydropath Technology.

To meet this objective, Qinesis designed a Qi Board proposal to achieve the business objectives of the Hydropath Technology shareholders.

The Qi Board proposal from Qinesis is agile & flexible so that it evolves as Hydropath Technology grows & evolves to be continually fit for purpose as agreed in Board Meetings.

To find out more about Qi Board & Qinesis' work with Hydropath be sure to check our website.

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[Read more](#)

Q News

Team Growth



The Qinesis team continues to grow with the addition of our Associate, Shane Walton. Shane is a strategic leader with extensive HR & operational experience in both the public & private sector. She has a breadth of expertise including Logistics, Transport & Supply Chain Management & will be a huge asset to our already talented team.

Quarterly Team Meeting



Qinesis had a great day in June for our Quarterly meeting. We discussed our strategy, marketing & business development going forward but most of all we had some fun. We still had to adhere to social distancing & wear our masks, but it was amazing seeing the whole team together for the first time in months.

Work Milestone



Qinesis' skills specialist, Malcolm Healy, will be celebrating 40 years in employment on August 11th. That's quite an achievement considering that it is more years working than the age of everyone in our marketing team!

RFM BBQ



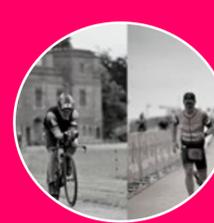
It was amazing to be out & about seeing lots of familiar faces at this years East Midlands Rail Forum Summer BBQ. After missing out on one of our favourite events of the year last year, due to lockdown restrictions, it was great to be back again this year. It remains one of the highlights of the Qinesis social calendar!

Resilience & Perseverance



The youngest Qinesis team member, Alicia, has finally got her driving license. Her success may seem trivial, but it is a sign of her resilience & perseverance & a lesson in different learning styles. A global pandemic meant countless cancelled tests & postponements. She failed her theory test numerous times, struggling with theoretical lessons, but passed her practical first time, showing she is always better with a hands-on approach.

Triathlon Triumph



Qinesis Ambassador, Mark Goldby, has been working hard training for the Ironman in Italy in September. As part of his preparation, he competed in the Outlaw Triathlon in Nottingham & beat his personal best by 10 minutes! We will keep you updated with his inspiring achievements in our future newsletters.

Featured Article From John



I saw this on LinkedIn, by Emily Mania from the Munro Agency "CRM & Marketing Automation Systems: What's the difference?"

This is a very well written, concise & hugely informative piece of work that covers the two approaches:

- o What are they?
- o Features & functionality, & Benefits.

It goes on to look at the principal differences between the two, can they work together, how to integrate them if appropriate for your business & the benefits of integration.

The author recognises that most businesses will wish to begin with CRM & will eventually integrate Marketing Automation to take them to the next level.

Emily has constructed a very helpful, quick read that opens up this subject in an intelligent way that has intrigued me & led me to want to know more about the subject matter.

Qi Book Club

Chosen By
Steve, Engineering Specialist & Coach

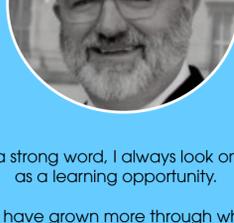


The Slight Edge

This is a book about those small differences over time. Those marginal gains that can create a significant difference both in your personal & business lives. It is a way of thinking showing you how to create powerful results from simple daily activities to achieve the success you aim for.

Qi Being Tip

Chosen By
Martin, Coaching & Mentoring Director



Failure is a strong word, I always look on a failure as a learning opportunity.

In my life I have grown more through what I have learnt from failures than I ever have from my successes.

Don't forget to follow Qinesis on social media!



Qinesis



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