



Andrea Pellegram Ltd.

What Andrea Pellegram Ltd. can do for you...

- Service design
- Tender support
- Project management
- Training and development programmes
- Town planning
- Work with third sector partners
- Corporate reporting
- Performance management and staff development
- Restructuring
- Management coaching and mentoring
- Identify metrics to demonstrate progress and performance
- Deal with regulators
- Business continuity planning
- Write compliance procedures

Ask for a free consultation



Andrea Pellegram Ltd.

Please book a free consultation to discuss your company's needs.

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Being good is good for business

Your company provides a valuable service to the community and you want this to be recognised. But sometimes, just doing the job well is not enough – you need to promote your company to demonstrate that you provide jobs, manage the environment, and give value for money.

You need to be good for your customers and your community to build their loyalty.

Andrea Pellegram Ltd. can help your company work in harmony with the local community by:

- Building trust through good communications and partnership working
- Training your staff to provide good customer service and safety
- Developing strong relationships with community partners
- Proving to regulators that your company is highly professional, reliable and trustworthy





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Stand out against your competition

Tendering for business can be a big job. Large tenders require your company to demonstrate high levels of competence in a wide range of fields, and smaller bids need to be price-competitive but also demonstrate that your operations add value to your clients.

All your competitors will offer similar services, so what will you do to stand out? One effective way is to show that you add value to the local economy and community. It is best to have programmes up and running well before a tender goes live to really stand out and prove that you will be able to deliver social and environmental benefits better than your rivals. You need to get out there and work with local people on things that matter to them.

Andrea Pellegram Ltd. has many years' experience in setting up successful partnerships and projects that can become self-sustaining and have a positive profile. Whether a re-use scheme that offers training to jobless young people, or community projects that deliver environmental improvements, Andrea Pellegram Ltd. will be able to help your company become involved without excessive cost to you but significant reputational benefits.

Use partners to sell your services

When you help others, they will help you. If your company has established strong relationships in the community based on good service and trust, those people will support you and recommend you to others. Word of mouth can be a strong advertisement.

Andrea Pellegram Ltd. will help your company find cost effective means of raising your reputation so that the community is your best marketing tool.

Train your teams to add value to your company

Your company is only as good as the people who deliver the service on the front line. Your employees are your biggest asset, but if they are not trained, they can also create some of your biggest headaches. You need to put inspirational training programmes in place that enable your employees to be high performing in all situations, and you need to plan for the future to enable them to develop with your company.

Andrea Pellegram Ltd. can help you assess your training needs and will work with you and training institutions to put a planned programme in place that will enable progress and performance to be monitored and controlled. You may need management training, apprenticeships, updating on changing technologies or regulations, or reminding your teams about the importance of good customer care.

Improve your company's profile in the community

Having a good reputation in the waste business is fundamental to success. You need the trust of your community, customers and regulators, and you want them to think positively about your company. To do this, you need excellent communications to demonstrate how good you are.

Andrea Pellegram Ltd. can help you set up effective communications channels with your stakeholders, set up websites that will help you communicate about difficult matters such as service delivery or planning, write reports that show lay-people and regulators that you are doing a good job and that they can trust you, and find ways to show that your fleet is using the roads in a safe and courteous manner.