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Official Magazine of Bedfordshire Chamber of Commerce

Spring 2026



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Business FOCUS

Official Magazine of Bedfordshire Chamber of Commerce

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Working together, achieving more.

Welcome

...to the Spring edition of Business Focus Magazine.

With January firmly behind us, many business leaders have been hoping for a clearer run at 2026. Instead, uncertainty is still the daily backdrop and it's not hard to see why.

Uncertainty is no longer a short-term disruption; it's become a defining feature of the landscape and what businesses need now is policy stability and a credible path to lower borrowing costs so investment can unlock.

The message from the Chamber network nationally is clear: 2026 must be a "year of delivery" - moving from strategies and slogans to practical action, with real backing for businesses to grow, trade and invest.

And delivery matters locally too. Attending the recent Luton Rising roundtable, the mood in the room was both candid and ambitious. We heard directly from leaders who are investing billions into Bedfordshire's economy and creating thousands of jobs - a powerful reminder that, even in a choppy national climate, our area is attracting serious long-term commitment. That investment is only meaningful, though, if local firms can access the opportunities it creates.

That's why we're doubling down on helping members win work by strengthening local supply chains. Over the coming weeks, we'll be launching BedX - a business-led working group from Bedfordshire Chamber of Commerce - alongside a practical readiness diagnostic tool to help you understand how well-positioned you are to secure the opportunities coming down the line.

BedX is designed to accelerate growth for Bedfordshire businesses of all sizes, by connecting you to insight, contacts and real routes to market. Our role is simple: to empower and support Bedfordshire firms to capitalise on the transformative economic impact of the major developments happening across our area, so local businesses are not just watching investment arrive, but actively winning work from it.

It's also nearly time to celebrate the very best of our business community. A quick reminder that entries for the SME Bedfordshire Business Awards close on Friday 13 March 2026. If you've delivered growth, innovation, resilience, or community impact over the last year, I'd strongly encourage you to put your name forward and please do nudge another business you rate to do the same!

Through all of this, the Chamber remains focused on what matters: connecting you to opportunities, influencing the environment businesses need to thrive and providing practical insight to help you unlock growth.

Together, let's turn today's challenges into tomorrow's opportunities.

Justin Richardson

Chief Executive Bedfordshire Chamber of Commerce



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The Chairman's VIEW



Rod J Calvert OBE DL
Chairman of Bedfordshire Chamber of Commerce

With the personal tax return deadline chaos behind us, business leaders now face a new year shaped by continuing uncertainty. Global trade remains in turmoil, fuelled by geopolitical conflict, shifting tariffs, fragile trade deals and ongoing unpredictability in US policy. The knock-on effects are clear: disrupted supply chains, volatile markets and hesitant investment decisions.

At home, uncertainty is compounded by political instability and widely differing predictions around the impact of the local and devolved government elections in May. While many of us have now come to terms with the Autumn Budget, if not its consequences, we are also preparing for the enactment of the Employment Rights Bill. Behind the headline changes lie a plethora of detailed provisions that will keep HR teams (and lawyers) busy for the foreseeable future. In this regard, I would remind members that amongst Bedfordshire Chamber Members are several highly experienced employment specialist firms, many of whom offer competitive member-to-member rates.

Against this backdrop, I believe global insecurity and fragility in established supply chains highlight a clear need for the UK to become more self-reliant. Government policy must evolve to encourage onshoring, resilience, sustainability and greater economic self-sufficiency. UK businesses, meanwhile, have an opportunity to lead, by improving productivity, embracing AI and emerging technologies, and building stronger domestic capability. From this position of strength, leaner and more competitive businesses can then pursue export growth, taking advantage of new trade agreements and the Chamber's extensive international network.

As ever, we remain optimistic. We believe firmly in the ingenuity and ambition of Bedfordshire businesses, not only to navigate national and global challenges, but to capitalise on the once-in-a-generation opportunities here in our County. London Luton Airport expansion, East West Rail and, of course, the arrival of Universal Studios represent transformational developments that will reshape our local economy for decades to come.

The Bedfordshire Chamber of Commerce is here to support you, connecting people and companies, guiding export development, lobbying at the highest levels and providing a trusted platform for business support. Please make full use of your Chamber resources. If you have a business issue, help is never more than a phone call or email away.

Don't weaken. Until next time.

Rod J Calvert

“We believe firmly in the ingenuity and ambition of Bedfordshire businesses, not only to navigate national and global challenges, but to capitalise on the once-in-a-generation opportunities here in our County.”

Your CHAMBER CEO Policy Update



JUSTIN RICHARDSON
Chief Executive Officer

February has brought greater clarity on the national direction of travel: inflation is easing, but cost pressures and a loosening labour market are still constraining business confidence, investment and recruitment.

National policy and economic signals

Cost pressures and recruitment: The Chamber network's latest recruitment outlook shows fewer firms planning to grow headcount in early 2026, with labour costs still the biggest pressure. The message to government remains consistent: reducing the cost burden on employers is essential if we want firms to invest, train and create jobs.

Labour market loosening: New ONS labour market data points to softer wage growth and higher unemployment. British Chamber of Commerce commentary highlights the compounding effect of higher employment costs alongside business rates and the additional complexity of incoming Employment Rights legislation.

Inflation easing, but business costs still biting: January CPI inflation eased to 3%. Businesses will welcome the direction of travel and hope it strengthens the case for another interest rate cut by the Bank of England soon, but concerns persist. Ahead of the Spring Statement, the call is for practical action to cut the cost of doing business - including business rates reform, reducing energy costs and making it cheaper to export.

What's been happening locally – it's all about skills and supply chain

A major focus has been how we connect local firms into the supply chains of big, nationally significant projects. I joined the Get Ready for Expansion: London Luton Airport roundtable, chaired by Rachel Hopkins MP, where the conversation - backed by billions of pounds of investment represented in the room - centred on unlocking opportunity through closer cross-project collaboration, building local SMEs into supply chains from the outset and making sure the jobs and skills pipeline works for Bedfordshire as major schemes come forward.

That supply-chain theme continued with a Sizewell C catch-up alongside the Suffolk Chamber of Commerce, exploring how local businesses can best position themselves for opportunities and what "good" SME engagement should look like in practice. I also met with NFU Mutual members to share progress and next steps on Universal Studios (UDX), including how rural businesses can access procurement routes and benefit from visitor-economy supply chains.

I also attended The Bedford College Group's Employer Industry Boards launch and Apprenticeship Awards, strengthening employer voice in education and celebrating the very best of local talent.

Finally, to stay close to the national economic picture, I attended the Bank of England National Agency briefing to hear first-hand the rationale behind holding interest rates and what the Bank's near-term view suggests for the UK economy.

Looking ahead

Our focus remains on making sure local businesses are 'first in line' for the wave of investment coming into the county - from Universal Studios and the expansion at London Luton Airport to wider regeneration opportunities - while continuing to press for national policy that lowers business costs, backs exports and supports workforce development.

If something is affecting your business, tell us. We will take it to the people making decisions and make sure Bedfordshire's voice is heard.

You'll find plenty of opportunities to connect with other Bedfordshire Chamber members and local businesses at our range of upcoming events. Here are just a few of the scheduled events in 2026:



WOMEN TALK in Beds

5th March – 5.30pm – 9pm

Woodyard Café & Brasserie, Luton Hoo Estate

£20 + VAT per person

Kindly sponsored by Talk UK Telecom



Kindly hosted by Chef & Butler and inspirati



MEET, CONNECT, Repeat

9th April – 3.30pm – 5.30pm

Zoological Education Centre, Shuttleworth College

Members: Free of Charge

Non-Members: £25.00 + VAT

Kindly hosted by The Bedford College Group



CONNECT Over Coffee

25th March – 9.30am – 11am

Mecca Bingo Luton

Members: Free of Charge

Non-Members: £25.00 + VAT

Kindly hosted by Mecca Bingo Luton



MEET, EAT, CONNECT, Repeat

12th May – 4.15pm – 6.15pm

The British Mauritian, Luton

Members: Free of Charge

Non-Members: £25.00 + VAT

Kindly hosted by The British Mauritian



DRIVING INTERNATIONAL Trade Conference

26th March – 9am – 5pm

The Queen Elizabeth Centre, London

Exporters – Free of Charge

Service Providers, Consultants, Non-Exporters: £250 + vat



Supply Chain Connect SIZEWELL C

24th June

1-2-1 drop in session with Supply Chain Advisers

Bedfordshire Chamber of Commerce

Free of Charge

QES Quarterly ECONOMIC SURVEY REPORT

Bedfordshire Chamber of Commerce Quarterly Economic Survey (QES) forms part of the British Chamber of Commerce's national survey and is the principal business survey in the UK. Its results are closely watched by both the Bank of England's Monetary Policy Committee and the Treasury. The data reveals a timely and accurate snapshot of the economic climate for businesses in Bedfordshire and beyond.

Q4 2025 Findings

Confidence subdued as businesses enter 2026 cautiously: Business confidence across the quarter remained fragile, with domestic demand showing only modest improvement and forward indicators pointing to continued caution among local SMEs.

Domestic Performance: Marginal improvement but limited momentum: One third (33%) of businesses reported an increase in UK domestic sales during Q4 2025. However, 44% reported no change and 23% experienced a decline, demonstrating that while activity has stabilised for some, meaningful growth remains elusive.

Forward domestic orders are more restrained. Only 25% reported an increase in advance bookings or orders, while 55% saw no change and 20% experienced a fall. This suggests businesses are operating in a largely static market environment, with customers remaining cautious in committing to future spend.

Overseas Markets: Export pressures persist: Export performance remains challenging. Just 19% of respondents reported increased overseas sales in Q4, while 38% saw a

decline and 44% reported no change. Forward export orders mirror this pattern, with 38% anticipating further decreases.

Global uncertainty - including currency volatility, soft demand in key trading partners, geopolitical tensions and continued trade friction continues to weigh heavily on Bedfordshire exporters. For many smaller firms, international markets remain volatile and difficult to forecast with confidence.

Outlook: Cautious optimism constrained by structural pressures: Encouragingly, 46% of firms believe turnover will improve over the next 12 months and 35% anticipate improved profitability. However, 16% expect turnover to decline and 25% expect profits to fall, reflecting ongoing fragility.

The data suggests businesses are not in retreat but neither are they in expansion mode. Many are stabilising operations, protecting cashflow and managing risk rather than pursuing aggressive growth strategies.

Despite significant public and private investment announcements across the region during 2025, the immediate operating environment for SMEs remains challenging. The QES results show confidence remains but is extremely tentative. Local businesses see that the growth opportunities exist, but they are tempered by cost pressures, workforce constraints and global uncertainty.

The Bottom Line

Responding to the findings, Head of Research at the British Chambers of Commerce, David Bharier, said:

"Our data shows more clouds have gathered over business confidence, and the outlook for SMEs in 2026 is unsettled.

"Firms tell us they are worried about tax, struggling to invest and fear they'll have to put their prices up in the months ahead. Firms' confidence in their turnover growth has been stuck stubbornly below 50% for the last 12 months.

"After a long period of uncertainty and speculation heading into the Budget, concerns about major new tax rises eased somewhat in the aftermath. However, a Budget fundamentally light on growth measures did little to boost business confidence, and sentiment overall has worsened since the previous quarter.

"It is now critical that 2026 is a year of delivery. The Government needs to turn last year's strategies into action; boost investment, significantly expand trade, and ease the myriad burdens facing businesses. Only then will the economic outlook shift from its current low-growth trajectory."



David Bharier
Head of Research at the British Chambers of Commerce

To book or for further information call 01582 522448 or visit my.chamber-business.com/events

AEGIS GROUP OF COMPANIES



Expanding Horizons, Empowering People

From Bedfordshire to Dubai, the Aegis Group of Companies is proving that ambition and integrity can go hand in hand. What began as a trusted security and facilities management provider has evolved into a diverse global group built on innovation, community and people-first values.



From single service to global strength

The Aegis story began with Aegis Support Services, delivering security, resourcing, and facilities management across the UK. In recent years, that foundation has grown into the Aegis Group of Companies, a collective of ten brands spanning multiple sectors including property management, retail, events, workforce technology, training, and luxury lifestyle.

The group now includes Harrington Green, Aegis Training, Elara Events, CTRL Room, DE Signs, Lykke London, Matilda May, Aegis Real Estate, Archer Shield Security, Weserflo and Aegis Protection Services in Dubai.

“Our growth reflects the diversity of our clients,” explains Karen Younes, Marketing & Events Executive. *“Aegis Support Services will always be at the heart of what we do, but the group allows us to bring expertise and creativity to many more industries.”*



Going global

2025 marks a major milestone for Aegis, with international expansion now well underway. The group has established a presence in **Dubai**, with **India** and **Saudi** to follow. Sister companies Elara Events and Lykke London are also preparing to launch operations in Dubai.

“The international move is a natural step,” says Ellen Rust, Corporate & Executive Coordinator. *“We’ve built a strong reputation for service and quality in the UK, and now we’re ready to take that ethos to new markets. It’s about sustainable, long-term growth.”*

Behind the scenes, the team has been busy laying the groundwork, from building partnerships to creating a new global website and PR campaign, ensuring that Aegis enters each market with a solid, localised strategy.

“Dubai is buzzing with opportunity,” Karen adds. *“It’s an exciting time to be taking the Aegis name overseas.”*



Local roots, lasting values

Despite its international reach, Aegis remains proudly anchored in Bedfordshire. The business credits much of its success to its partnership with the Bedfordshire Chamber of Commerce, where it recently became a Strategic Partner.

“Our relationship with the Chamber is incredibly strong,” says Ellen. *“They understand our business, our values, and our ambitions. Through them we’ve made invaluable connections and discovered new opportunities.”*

That same community-minded approach extends far beyond networking. Aegis supports Keech Hospice, helps fundraise for Luton FoodBank, and delivers knife-crime awareness sessions at local colleges - all while offering apprenticeships and T-Level placements for young people entering the workplace. *“Giving back is part of our DNA,”* says Ellen. *“It’s what makes us who we are.”*

As 2026 approaches, Aegis shows no signs of slowing down. With a growing international footprint, a strong local presence, and a passionate team driving it forward, the group is shaping a future defined by opportunity and purpose.

“People, purpose, possibility - that’s what Aegis stands for,” Karen concludes. *“And we’re just getting started.”*

“Over the past three years to five years, our business has grown rapidly, going from strength to strength across every sector we operate in. I’m a big believer that growth means nothing without purpose, giving back to our community and recognising the incredible team who have supported this journey is what truly defines our success.”

- Qadeer Qureshi, CEO

To learn more about Aegis Group of Companies, visit aegisgroupofcompanies.co.uk





YOUR NEXT TEAM SOCIAL SORTED

Mecca Bingo Offers the Perfect Corporate Package...



Can't decide on your next team building event? Looking to tap into the competitive socialising trend but can't put your finger on a pursuit that everyone can enjoy? Think **BINGO!**

Engaging, interactive big prize games, high-quality food and drink, all set in an unbeatable (not to mention Instagrammable) environment - Mecca Bingo on Skimpot Road, Luton has it all.

As Mecca's flagship club, the venue blends modern design with a vibrant atmosphere and is the perfect spot to get your team together for a fun night out, with a menu that is sure to please everyone.



Whether they are new to bingo or seasoned pros, Mecca has your team covered, with club hosts on hand to explain the game. Retro fans can grab a dabber and enjoy the thrill of traditional play, marking off numbers on paper tickets, while tech-lovers can opt to play on electronic tablets, using their handy 'auto-dab' feature, to ensure they never miss a number! Whichever way you chose to play, there's the chance to win big cash prizes!

Corporate packages are available at just £20 per head, including:

- A bingo session from 7-9pm
- A meal from the set menu
- A drink voucher

Want to keep the party going? Groups of fifty people or more can round the night off after the bingo with music from Mecca's DJ.

Psst! If you're the lead booker, you can enjoy FREE bingo for a whole month!

For more information email emma.baker@rank.com, visit the club webpage at Meccabingo.com or follow Mecca Luton's social media channels.

Over 18s only. GambleAware.org. Be Drinkaware.co.uk. Terms and conditions apply.



A.H. STOCKWELL

Celebrating 100 years as a limited company and 127 years since formed!

Chamber members Arthur H Stockwell Ltd are happy to announce their 100th year as a limited company in the UK which they believe now makes them the oldest UK independent book publishing company which is family owned (not corporate owned).

To celebrate this anniversary, they have also taken over the book imprints from sister company Andrews UK Limited, to include the imprints - Oak Tree Books, Acorn Books, Matthew James Publishing, the award-winning Tiny Tree children's books, and others!

"We are proud to celebrate the official centenary of Arthur H. Stockwell Ltd," says CEO Paul Andrews. "That one of the oldest publishing houses in the country has been independently operated and family-run for 127 years is an incredible achievement".

Established in London in 1898 by Arthur Henry Stockwell, the company was incorporated as a limited company in 1925.

Paul Andrews continues: *"In this rapidly changing world, it has become increasingly difficult for new authors to break through. As Arthur H. Stockwell Ltd continues to grow and change, we aim to maintain the values that got us here today to allow the publishing house to continue for another 100 years".*

ahstockwell.com



Machins Solicitors Appoints Neil O'Callaghan AS NEW MANAGING PARTNER

Machins Solicitors LLP is delighted to announce that Neil O'Callaghan has been appointed as the firm's new Managing Partner, succeeding Kathryn Ainsworth, who has led the firm since December 2022 following the sad passing of former Managing Partner, Mark Pelopida.

During her tenure, Kathryn provided stability and guided the firm through a challenging period, ensuring continued growth and success. Kathryn will now return her full focus to leading the firm's family law department, where she remains highly regarded for her expertise and compassionate approach. The Family team is ranked as a Top Tier firm in the Legal 500, and Kathryn's exceptional work has earned her a place in the Legal 500 Hall of Fame, a testament to her outstanding reputation in family law.

Neil joined Machins in 1997 and became partner in 2002. As Head of the Dispute Resolution team, Neil has built a strong reputation for his strategic approach and commitment to achieving the best outcomes for clients. Recognised as a Leading Partner in Legal 500, Neil has developed extensive experience across many areas of law, including dispute resolution, commercial litigation, and debt collection. In his new role, Neil will lead Machins into its next chapter, continuing the firm's proud tradition of legal excellence with human understanding.

Commenting on his new role Neil said: *"I'm excited to face this new role with the firm in such a strong position. Kathryn has done an exceptional job, taking the role on in tragic circumstances. These are exciting times at Machins, with an excellent team spread across a number of highly regarded departments. I, with the rest of the management team, look forward to taking the firm forward."*

Reflecting on her time as Managing Partner Kathryn said: *"Being Managing Partner of this incredible firm, over the past three years, has been an honour and a privilege. Everyone here at Machins really pulled together following Mark's passing, and I am so truly grateful for all the support and kindness I was shown not only from within Machins, but also the wider community. I am proud to say Machins starts 2026 in a position of strength and stability, and the time is entirely right for me to now hand over the Managing Partner role to Neil. Neil was our unanimous choice, having the right blend of organisational, commercial and people skills necessary for this appointment, and I have every confidence Machins will continue to thrive under his leadership."*

As a leading regional firm with offices in Luton and Berkhamsted, this leadership transition reflects Machins' commitment to continuity and excellence, ensuring clients continue to receive the highest standards of legal advice delivered with empathy and understanding.

machins.co.uk

Twelve Month Landmark for CELADON

This month marks our one-year anniversary. We launched in March 2025, when we took my 20+ years of experience in environmental assessment and launched Celadon Consulting Ltd. It's been a good year

Our work primarily involves assessing the potential environmental impacts associated with the construction of a scheme and using supporting studies and experience to create a management plan for the contractor to adhere to. Typically, we look at what's being built, where it's located and what the sensitivities are. Is there a river nearby? Any protected ecology? Residents? From experience we understand the balance required to enable the Council Officers to approve the scheme and to advise Contractor's on practical measures to manage their works. In this way the environment is protected, and the Contractor complies with their duty of care and corporate responsibilities.

The word Celadon refers to a particular blue-green colour. This the colour of our logo and it represents our specialised work in the protection and delivery of 'Blue-Green Infrastructure' or BGI. If you haven't heard of it, BGI is a blend of accessible, natural and built environments. Increasingly these are part of developments and can encompass ponds, meadows, woodlands and parks. When these are being put in place, we're on hand to ensure their successful integration with the surrounding environment.

Please do check out our website www.celadonconsultingltd.co.uk or my LinkedIn account [Andrea Hughes LinkedIn](#) and see the different things Celadon gets involved with. We're always happy to have a chat.



Jennifer Condon



LONDON LUTON AIRPORT talks business with local suppliers

London Luton Airport (LLA) continues to back local suppliers, spending £25 million on works, goods and services provided by Luton based businesses in 2025.

20% of the airport's total spend last year went to 70 businesses in the LU1 to LU4 postcode area ranging from suppliers specialising in construction and logistics to education.

Alberto Martin, Chief Executive Officer of London Luton Airport, said: "London Luton Airport's focus on local, responsible procurement means we are continuing to look to work with local suppliers. By working with local businesses, LLA is helping to create local jobs and strengthening the local economy, as well as supporting sustainability and boosting efficiency."

LLA contributes over £800 million per year to Luton's economy and is one of the region's major employers, supporting 27,000 jobs in total.

Making it easy for local businesses to work with the airport is key and LLA hosts regular supplier engagement days to build capacity, offer networking opportunities and encourage knowledge-sharing.

The events are hosted in LLA's on-site Excellence Academy, a newly refurbished events and meeting space.

To register as a potential supplier please visit london-luton.co.uk/corporate/procurement

Wenta is making it easier, and greener, TO START AND GROW A BUSINESS

For more than 42 years, Wenta has been supporting entrepreneurs, start-ups and small businesses to turn ideas into sustainable ventures. As one of the UK's largest not-for-profit enterprise agencies, its mission is simple but powerful: inclusive support that makes it easier and greener to start and run a successful business.

Wenta works primarily with people considering starting a business and new start-ups, of whom don't yet see themselves as 'business owners'. These are often sole traders or micro-businesses balancing enterprise alongside employment, family life or caring responsibilities.

"The hardest thing we see firstly for people is knowing what business support is available, and then finding the time to actually access it," explains Jennifer Condon, Director of Services and Engagement at Wenta. *"We exist to remove those barriers and make business support easy to reach, at the point people need it most."*

Wenta reinvests income from its business centres directly back into local communities. This enables it to offer free, independent advice, skills training and specialist programmes delivered by experienced advisors who understand the realities of running a small business.

"There's sometimes a perception that free support must be low value," Jennifer says. *"But our entire model is built around delivering real impact for real people - and the outcomes prove that accessible business support can genuinely change lives."*

Over the last year alone, Wenta supported the creation of more than 1,200 new businesses, helped generate over £18 million in economic value, and supported the creation of more than 1,300 jobs. Thousands of hours of free advice, training and digital learning have helped entrepreneurs move from idea to action and from start-up to sustainability.

Wenta also works closely with Bedfordshire Chamber of Commerce to ensure a complete support journey for businesses. *"Whether someone comes through Wenta or the Chamber, the experience should feel seamless - it's about creating a one-stop ecosystem of local support where businesses don't fall through the gaps."* Jennifer explains.

Looking ahead, Wenta is investing in digital learning, AI-informed tools and new physical spaces such as The DomeWorks in Watford, alongside sustainability initiatives like Action Zero, which helps small businesses reduce their carbon footprint in practical ways.

From first ideas to future growth, Wenta's message is clear: businesses don't have to do it alone.

To find out more about Wenta's free advice, training and resources, visit wenta.co.uk.



Yiannis Koursis OBE, CEO of The Bedford College Group, gives a keynote speech at the launch of the Group's Industry Advisory Board.

THE BEDFORD COLLEGE GROUP LAUNCHES INDUSTRY ADVISORY BOARD to strengthen links between education and employers

The Bedford College Group, with campuses across Bedfordshire and Northamptonshire, has successfully launched its new Industry Advisory Board, a major initiative designed to bring local employers and education leaders together to ensure students are fully prepared for the world of work and equipped with the skills industry needs now and in the future.

The launch is particularly timely, aligning with the focus on developing future talent during National Apprenticeship Week.

Industry Advisory Boards create a formal partnership between The Bedford College Group and employers from across the region, providing a platform to discuss curriculum relevance, workforce preparation, clear career pathways and the evolving needs of different industries. The initiative also supports the Group's commitment to ensuring its colleges offer first-class, industry-relevant courses, facilities and teaching informed by current professional practice.

The inaugural Industry Advisory Board meeting took place at King's House in Bedford and welcomed 100 attendees from more than 50 businesses and organisations, including Bedfordshire Chamber of Commerce, Bedford Borough Council, John Lewis and Kier Construction.

The industry sectors represented on the Board include Advanced Engineering and Manufacturing Technologies; Construction, Planning and the Built Environment; Creative and Digital Technologies; the Visitor Economy; Business and Professional

"This Board is about listening to employers and turning that insight into action."

Services; Health and Social Care; Logistics; Life Sciences; and Agriculture, Horticulture and Animal Care.

Discussions centred on ensuring curriculum relevance, preparing students effectively for employment, providing clear guidance on career pathways, meeting current and future industry needs, encouraging mixed skills and expertise, and bridging the gap between education and industry. The Board aims to give students the best possible chance of long-term success while supporting employers with a skilled, job-ready workforce.

Members of the Industry Advisory Board have committed to meeting three times a year, ensuring ongoing dialogue and collaboration that will continue to shape the Group's curriculum, facilities and strategic direction.

Kathryn Lusk, Group Head of Business Engagement at The Bedford College Group, said: "The level of engagement at our first Industry Advisory Board shows how committed businesses are to working with us, and this Board is about listening to employers and turning that insight into action. It helps us build a stronger skills pipeline for the region, shaping training around the roles, standards and technologies that businesses are using right now and in the future."

Justin Richardson, Chief Executive at Bedfordshire Chamber of Commerce, commented: "What you see through The Bedford College Group Industry Advisory Board is a group of employers who genuinely want to make a difference locally. Businesses recognise that if they want to grow, they need to tap into local talent, and this creates a real opportunity to shape the curriculum, influence skills development and connect directly with the incredible talent coming through the Colleges.

"With industries evolving so quickly, from digital to AI and beyond, having employers at the table ensures students are developing the skills that are truly relevant and in demand. By building closer working relationships, opening up work placements and creating meaningful opportunities, we can strengthen the talent pipeline, enhance businesses and ultimately build a stronger local community. And when it comes to apprenticeships, my advice is simple: do it. They

offer real-world experience, the chance to develop valuable skills and bring fresh perspectives into the workplace; it's a fantastic route into industry."

Justine Maroudias, Director of Talk UK, added: "As a local business, it makes complete sense for us to be involved with The Bedford College Group and its apprenticeship programme, because we already partner with the Group and take on apprentices, so joining the Industry Advisory Board is a really practical way to support what's happening locally, particularly across business and professional services. What's exciting is how innovative this feels; I haven't come across anything quite like it elsewhere, and it's a brilliant way to bring education and industry closer together.

"Through The Bedford College Group's events and the chance to spend time with student groups, there's real value on both sides. Students get exposure to what employers are looking for, and businesses can help shape learning, so it stays current and relevant to today's workplace. For many young people, confidence with in-person communication, like picking up the phone, making eye contact, and handling professional conversations, is a key skill they need support with, and this kind of collaboration can really help. When it comes to apprenticeships, I think they're amazing: they're a genuine route into an industry early on, with real progression and opportunity, and a way to build a career without taking on university debt."

The Bedford College Group will now take forward the outcomes from the inaugural session, using the insights shared by employers to inform next steps and future planning across its colleges.

To find out more about the courses on offer across The Bedford College Group, visit bedfordcollegigroup.ac.uk/





Business Protection Moves Beyond the Annual Security Check

Businesses are rethinking traditional protection models as evolving cyber, physical and operational risks drive a move towards continuous oversight rather than periodic checks.

Working with businesses across sectors, RTS has observed that many organisations still rely on annual reviews, compliance-led audits and reactive upgrades. While these measures remain important, they often only provide a snapshot of risk in environments that now change continuously.

One recurring theme is fragmentation. Cyber Security, Physical Security and operational resilience are frequently managed in isolation or silos, using different systems and suppliers. This can make it difficult to maintain visibility across the full risk landscape or respond quickly when something changes.

Traditional penetration testing has historically been a significant cost item, often delivered as a one-off engagement and therefore prioritised by larger organisations or those facing specific compliance requirements. As risk exposure widened, this model has become less practical for many small and mid-sized businesses. RTS has also seen growing demand for more

commercially viable approaches and has worked closely with our security partners to support making regular testing more accessible across a broader range of organisations.

RTS has also seen a growing shift in expectations. More organisations are asking for regular vulnerability testing rather than annual penetration tests, ongoing monitoring instead of periodic reviews, and closer coordination between physical and digital controls. The focus is broadening from prevention alone to understanding how risk develops over time and reducing disruption when issues arise.

In response, RTS has expanded its business protection services to support continuous vulnerability assessment alongside physical security and monitoring, reflecting demand for more integrated approaches.

As operating environments become more dynamic, business protection is shifting swiftly towards sustained oversight rather than isolated, annual checks.

www.rtsl.net



FROM LOCAL PROBLEM TO SCALABLE SOLUTION: How 1ST Airport Taxis Signals a Shift in Tech-Led Travel Operations

As airport volumes rise, efficiency on the ground is increasingly shaping the business travel experience.

As business travel returns to peak levels, airports across the UK and internationally are once again operating under pressure. While airlines and terminals have invested heavily in digital systems, one area has remained persistently fragmented: ground transport. For business travellers, the most unpredictable part of the journey is often not the flight itself, but the moments after landing, where delays and poor coordination can quickly derail tight schedules.

This challenge is increasingly being addressed by technology-led founders who view airport mobility as a systems problem rather than a traditional transport service. Drawing on backgrounds in software and data, these entrepreneurs are applying predictive tools and real-time information to remove uncertainty from airport arrivals.

One such example is 1ST Airport Taxis, founded by Luton-based entrepreneur Wajid Hussain after years of observing inefficiencies in airport transfers. Instead of focusing purely on vehicle availability, the business was built around integrating live flight data, predictive dispatching and real-time passenger communication. The aim was to ensure ground transport adapts dynamically to changes in the air, reducing waiting times and missed connections.

For executives and corporate travel managers, reliability has become a strategic priority. Missed meetings, delayed arrivals and inconsistent transfers carry real productivity costs. As passenger volumes continue to rise, technology that anticipates disruption – rather than reacting to it – is becoming a critical part of the business travel ecosystem.

The broader lesson for business leaders is clear: meaningful innovation often begins with solving overlooked, everyday problems. In the case of airport travel, aligning data, communication and ground operations is proving just as important as advances in the air.

1stairporttaxi.co.uk



New calculator helps SMEs navigate finance hiring decisions amid employment law changes

YRH Finance Team has launched an online tool helping business owners compare the true cost of hiring a full-time senior finance professional versus working with a part-time Financial Controller.

The timing is significant. From April 2026, the Employment Rights Act 2025 introduces day-one rights to statutory sick pay and paternity leave. By January 2027, the unfair dismissal qualifying period reduces from two years to six months, with the compensation cap removed entirely.

For businesses turning over £1.5 million to £10 million, these changes mean a full-time Finance Director or Financial Controller hire carries greater risk and cost than ever before.

The calculator, available at yrhfinanceteam.co.uk, generates a personalised cost comparison based on company turnover, showing potential annual savings of £70,000 to £100,000 when working with fractional finance support instead.

Try the calculator: yrhfinanceteam.co.uk/fractional-finance-vs-full-time-hire-calculator

To explore whether fractional finance support could work for your business, contact Debbie Byland at debbie.byland@yrhfinanceteam.co.uk or call 0333 305 0535 for a confidential conversation.



Spring into Brand Visibility with The Little Branding Company

As we head into the brighter months, it's the perfect time to refresh your brand and make sure your business is being seen for all the right reasons. From exhibitions and events to team uniforms and everyday giveaways, promotional merchandise and branded clothing are powerful tools for keeping your brand front of mind.

At The Little Branding Company, we believe great branding should work hard for you. Thoughtfully chosen promotional merchandise doesn't just look good — it builds recognition, reinforces trust, and keeps your business visible long after the first interaction. Branded clothing and workwear goes one step further, creating a professional, consistent look that your team can wear with pride.

With over 30 years of industry experience, we know what works. Using an established distributor means access to reliable suppliers, high-quality products, expert advice, and smooth delivery — saving you time, money, and unnecessary stress. We guide you through the options, help you choose products that align with your brand, and ensure everything arrives exactly as expected.

Whether you're launching something new, gearing up for a busy season, or simply refreshing your look, we're here to make branding easy, effective, and enjoyable.

This spring, let your brand do the talking — we'll help you dress it, gift it, and show it off beautifully.

We'd love to chat, call us on 07852 951425
www.thelittlebrandingcompany.co.uk



SAFETY ROCKS LIMITED

Award-winning Health & Safety Training

Safety Rocks Limited has won Corporate LiveWire's Health and Safety Training Provider of the year, and Carla Crocombe has won SME News' Most Innovative Health and Safety Training MD in 2024, and Health and Safety Training MD of the Year in 2025 – and here's why.

Safety Rocks is on a mission to shake up the world of health and safety training with Truly Tailored® training.

Health and safety is often perceived as being tedious – a necessary evil. It's one of our core challenges – to change that attitude. Safety Rocks has been built by concentrating on the key principles of making health and safety training memorable, relevant, engaging and – most importantly – tailored to the specific needs of the client and its market sector.

Rather than telling individuals what they can and can't do, Safety Rocks believes in influencing by informing, nurturing a positive culture and happier workforce. We have done away with a "tick box" approach to health and safety training. Instead, Safety Rocks is all about looking at re-energising our clients' businesses from top to bottom; reshaping the culture with engaged employees who are focused on accelerating performance while keeping themselves and others safe and healthy.

The Safety Rocks team take the time to get to know each client organisation, its risks, its unique culture and its people and their challenges. By understanding exactly what an organisation is trying to achieve (as well as the factors that may be hindering success), Safety Rocks create Truly Tailored® programmes of training and education that engage every member of the organisation and energise the whole business.

As a NEBOSH Gold Learning Partner, we've developed strategic partnerships across sectors including, motorsport, transport, pharmaceuticals and healthcare, defence, construction, property and maintenance, manufacturing and logistics, research and development, and energy. We work with many leading international organisations.

2025 was our first year of being the official health and safety training partner of Motorsport UK, as well as a partner of the FIA British F4 Championship and Girls on Track. Safety Rocks have already made a difference – working with Lotus for a Girls on Track UK event which was widely reported, and the event was an amazing opportunity for girls as young as six years old to gain an insight the motorsport and high-performance engineering world.

By establishing appropriate, needs-based training Truly Tailored® for current and future organisational requirements, we immediately erase the need for individual team members to give up valuable days away from their roles, or wade through pages of drudge and regulations. Instead, by harnessing the power of microlearning and blended training, Safety Rocks get rid of long hours spent in classrooms and help clients to embrace a positive health and safety culture and promote lasting behavioural change.

safetyrocks.co.uk



Marketing Agency Updates Brand To 'REFLECT ITS REALITY'

A marketing agency has unveiled a new brand identity as part of a wider shift to meet the changing needs of modern businesses. Strand PR has now become simply Strand to better reflect its evolution into a fully integrated communications agency.

The agency was set up in 2012 when it initially focused on public relations, but over the years it has transitioned to offering further services, including digital and creative.

Laura Pearce, founder and managing director, said: "While PR has always been and will continue to be a key strength of Strand, we have been quietly adding extra services, including becoming a Google partner, while still working under the original name.

"The move to Strand is about being honest about what we do and how we do it. We've grown beyond traditional PR and this brand reflects that reality.

"It is also more in keeping with what businesses are looking for. Clients don't want fragmented support. They want all their marketing strands to work together, not in isolation."

Over the past 13 years, Strand has built a reputation for sharp thinking, fast delivery and straight-talking advice. The rebrand signals confidence in that approach and a clear intent to support more complex briefs, bigger challenges and ambitious organisations looking for clarity rather than clutter.

The agency's future focus is on growth, but not at any cost. Strand will continue to work with clients who value pace and honesty, scaling in a way that protects quality and long-term relationships.

"Being full service only matters if it actually works for clients. For us, integration isn't about offering more for the sake of it. It's about making things simpler, smarter and more effective for the businesses we support.

"We know that it works. We have been working for clients for many years who are already taking advantage of various services we can offer. Our team brings together specialists, from former journalists and communications advisers to digital and creative experts, all working closely to deliver joined-up strategies that get results.

"This rebrand gives us the clarity to say exactly who we are and how we work. It reflects the agency we've become and the direction we're heading in. We're building Strand for what clients need next, not what agencies used to be."

strand.agency



Better together.

THE DIGITAL SWITCH-OFF: Why 2026 Is a Critical Year for Businesses

By Justine Maroudias, Director of Talk UK

2026 marks one of the most important transition periods the UK communications industry has seen in decades, as the traditional landline (PSTN) network moves towards its final switch-off in January 2027.

As Director of Talk UK, I speak with business owners daily, and one thing is clear: many people still aren't fully aware of what this change means for them, or how disruptive leaving it too late could be.

Over recent months, we've also heard from multiple industry sources that pricing on legacy landline services is expected to increase throughout 2026. While figures being discussed include rises across spring, summer and autumn, if they do materialise, businesses could find themselves paying significantly more for ageing services that are approaching end of life.

That's why, at the start of 2026, now is the right time for businesses to review their setup and get ahead of the transition.

What Is the Digital Switch-Off?

By January 2027, the UK's entire copper based landline network will be retired. Every traditional phone line, the ones businesses have relied on for decades will stop working and be replaced by fully digital, internet based services.

Industry estimates suggest there are still around three million copper based lines in use across the UK that will need upgrading during 2026, many of which support business operations.

Crucially, the switch-off affects much more than just desk phones. It can include multi line phone systems, lift lines, alarm systems, payment terminals, door entry systems, fax lines, and any device connected to a traditional phone socket. If your business relies on any of these, they will need to be addressed ahead of the final switch-off.

Why Acting in 2026 Matters

From conversations across the telecoms industry, 2026 is expected to be an extremely busy year as businesses begin migrating away from legacy systems. When combined with potential pricing pressure, the risks of waiting become clearer.

Delaying action can result in higher costs, service disruption due to limited migration capacity, reduced supplier choice, and operational impact. Even a short period without connectivity can mean missed enquiries, lost revenue, and unhappy customers.

Working together, achieving more.



What Business Owners Should Do Now

You don't need to overhaul everything overnight, but you do need a plan. Practical steps include auditing your current setup, moving to a digital system, checking dependent devices such as alarms and lift lines, and future-proofing your business numbering so it can move with you as your business evolves.

Early planning avoids last minute pressure and ensures a smoother transition.

How Talk UK Can Help

At Talk UK, we support business owners through every stage of this transition. We offer a free communications readiness check to review existing lines and devices, identify what will be affected, explain suitable upgrade options, reduce unnecessary costs, and put a clear action plan in place. There's no obligation, it's simply about ensuring businesses are prepared.

Final Thoughts

2026 is a landmark transition year for UK communications. While pricing changes may vary, the digital switch-off itself is definite, with a final cut off in January 2027, and every business will be affected in some way.

Planning early allows businesses to avoid disruption, manage costs, and stay connected throughout the change. If you're unsure what the digital switch-off means for your business, my team and I are here to help.

talkuktelecom.co.uk



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AEGIS GROUP OF COMPANIES

has launched its security arm in Dubai as part of its international growth plans

The expansion into Dubai marks another significant milestone in the company's growth strategy, following its move to open offices across the UK in Cardiff, Manchester, and Glasgow in 2024. The move is part of the business's plans to build capability and provide security services to more clients in key global locations, with the business operating under the name Aegis Protection Security in Dubai.

The Dubai team will offer a comprehensive range of specialist security and support services. These include manned guarding, security patrolling, CCTV surveillance, event security, as well as additional support services such as receptionist and lifeguard services. All services will be provided by directly employed, local, and highly trained security personnel.

As part of the move, Aegis Protection Security has secured a Security Industry Regulatory Agency (SIRA) Certification, issued by the Dubai government, for products and services in the security industry. This certification aims to ensure that providers meet specific safety and quality standards. The business has also joined the British Chamber of Commerce Dubai to enable it to access additional local support and connect with the local business community.

Qadeer Qureshi, CEO of Aegis Group of Companies, commented: "Our launch in Dubai represents a pivotal step in our growth journey and an exciting new chapter for our company. Dubai's dynamic and rapidly expanding market places a high value on physical security,



Katy Holmes, CEO, British Chamber of Commerce Dubai and Qadeer Qureshi, CEO, Aegis Group of Companies

which is crucial for safeguarding people, premises, and assets. We are eager to bring our extensive experience and expertise to organisations in Dubai, offering high-quality services and excellent value for money. With our strong connections to organisations operating in both Dubai and the UK, we have already made significant strides in establishing our local presence."

Katy Holmes, CEO of British Chamber of Commerce Dubai, added: "Aegis Protection Security's market entry is timely and their approach suits the market as they have worked diligently on building relationships and understanding the nuances of the region. We are delighted to be a part of their strategy for exposure and recognition in the UAE."



We would like to extend a very warm welcome to all **New MEMBERS** of the Bedfordshire Chamber of Commerce. You can learn more about becoming a member and all of the associated benefits by calling us now on 01582 522448 or by emailing your enquiry to info@chamber-business.com

1st Airport Taxis Luton Ltd

1stairporttaxis.co.uk
A leading airport transfer specialist providing reliable, safe, and efficient transportation services for passengers travelling to and from major airports across the UK. Established with a focus on punctuality, customer care, and service excellence. Operating 24/7, offer nationwide coverage with a modern fleet that includes saloons, executive cars, MPVs, and minibuses. All drivers are fully licensed, DBS checked, and trained to deliver a professional and supportive customer experience. The company's services include airport transfers, long-distance travel, seaport transfers, corporate travel, chauffeur services, and group transportation.

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AgentMarlow

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Specialises in building custom software, mobile apps, and AI-powered automation tools designed specifically for the unique workflows of small businesses in Bedfordshire. Workflow Automation: Eliminating manual "copy-paste" tasks and connecting your existing tools. Custom Business Apps: Bespoke mobile or web tools for order processing, loyalty systems, or client portals. AI-Powered Tools: Intelligent chatbots and document analysis to speed up your daily operations.

Bedford Credit Union Ltd

bedfordcreditunion.org.uk
Bedford Credit Union (BCU) is a not-for-profit financial co-operative owned by its members who live or work in Bedfordshire within our area of common bond. We offer savings and affordable loans. We are regulated by the Financial Conduct Authority and the Prudential Regulation Authority. Savers' deposits are fully protected by the Financial Services Compensation Scheme.

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BNI® is a global, proven business networking organisation.

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Construction Environmental Management

Chubb Fire & Security UK&I

chubbfs.com/uk-en/
Chubb creates safe and secure premises to give business owners the confidence that their people and assets are being protected from risks.

Craven Street Wealth

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Whether you are building wealth, planning for retirement or thinking about leaving a legacy, with us you will enjoy a quality service that is tailored to you individual needs.

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Goldington Green Academy

goldingtongreenacademy.co.uk
Goldington Green Academy is part of HEART Academies Trust.

Harris Project Consultancy

harrisprojectconsultancy.co.uk
A construction project management company, providing personal and professional services to deliver successful projects of all sizes whilst developing positive relationships with all parties and stakeholders.

Headway Bedford

headwaybedford.org.uk
Supporting people and rebuilding lives after brain injury.

Hotel La Tour

hotel-latour.co.uk
Hotel La Tour features 261 bedrooms, 14,000 square feet of flexible event space, a gym and a 14th floor restaurant and sky bar offering the highest viewpoint in the county.

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intelligentadigital.com
Using proven, scalable Data, Analytics & AI solutions we deliver sales growth, efficiencies and improved experiences via insight driven technical deployments. We prioritises business outcomes over buzzwords helping mid-market companies achieve tangible pre-defined results through practical, reliable implementations of data and AI solutions.

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Combining expertise in mergers & acquisitions with the discipline and resilience of professional sport to help ambitious business owners achieve more.

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Business Management Ltd
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Do you run your business...or does your business run you? We understand the challenges and bring the strategy, structure, systems and support you need to regain control, build momentum and focus on what will actually drive growth in your company.

Kingsclere Advisory

kingsclereadvisory.co.uk
Helping you stay ahead of the field: Strategic, IR and C-Suite Advisory.

Laura Purdey HR Consulting

uk.linkedin.com/in/laura-purdey
HR Consultant specialising in mediation of workplace conflict, confidence and leadership coaching

Manifest Brand Development Ltd

Chemical manufacturing and distribution across Middle East, US, UK and Europe.

Mini First Aid Bedfordshire and Luton

bedfordshire.minifirstaid.co.uk/classes
We provide award-winning, engaging and adaptable first aid training for all ages. Whether it's for parents, carers, workplaces or children, our sessions are practical, hands-on and designed to give confidence in real-life emergencies. Our Accredited courses, include: Paediatric First Aid, Emergency First Aid at Work & First Aid at Work, 2-hour Baby and Child First Aid, 2-hour Adult Awareness sessions, Children's first aid sessions.

MTEch Radio Links Communications

radio-links.co.uk
Management package of radio communications and public address systems, with on-site engineering support.

NOAH Enterprise

noahenterprise.org
Providing a practical, empowering and caring service to people who are at risk of, or are homeless, particularly those who are temporary or entrenched rough sleepers, and those who are marginalised, socially excluded, or have simply fallen into poverty.

Northampton College

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Coming to college is about far more than simply studying for qualifications. It's a fresh start. A new beginning. A chance to develop and show the world the real you.

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A career coach, dedicated to supporting professional women navigating menopause, career transitions, and workplace well-being.

Projecteren Ltd

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Project Management, specialising in the PMO (Programme Management Office) sphere. From setting up the PMO, to joining an established setup.

Sarah Rose VA

sarahroseva.com/en/
As a bilingual English-French virtual assistant, I support solopreneurs and SMEs with administrative and digital solutions to optimise their organisation and boost their productivity. I provide a range of services tailored to enable business growth, saving them time and allowing them to concentrate on their core business.

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From jaw-dropping retail displays to eye-catching office spaces, we turn creative concepts into reality. Bold, innovative, and built to impress. With everything under one roof, we take your vision from sketch to stunning finished product, handling every detail along the way.

Taggart People Consulting & Coaching Ltd

www.taggartpeople.com
A leadership and talent consultancy founded in 2023 by Mark Taggart, after 25 years in senior HR and people roles across Accenture, BT, YOOX Net-a-Porter and RS Group. Mark helps growing businesses develop confident managers, strengthen their talent pipeline, and build the skills they need for the future.

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TruPath; your sales and digital marketing partner. Taking our customers from first impressions to repeat business.



Eagles Golf Day

Bedford Town FC is delighted to invite our sponsors to a fantastic day of golf, bringing together local businesses, partners, and friends of the club for an enjoyable and relaxed event away from the pitch.

Date: Thursday 2nd of April
Venue: Bedford & County Golf Club
Arrival & Breakfast: 12pm
Tee Off: 1:30pm Shotgun Start
Format: 4-Ball Team Competition

- 18 holes of golf
- Bacon/sausage roll and coffee
- On-course competitions
- Prizes & presentations
- Networking with fellow sponsors & club representatives

£400 per team
To enter email commercial@bedfordtownfc.com

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1ST Airport Taxis Limited

👤 Wajid Hussain
✉ info@1stairporttaxi.co.uk
📍 1stairporttaxi.co.uk



1ST Airport Taxis Limited is a UK-based airport transfer specialist delivering reliable, technology-driven travel solutions nationwide and internationally. Known for punctuality, transparent pricing, and exceptional customer service, the company combines professional chauffeurs with innovative booking systems to support business, leisure, and corporate travel with confidence.

Belmont Guard Security Services

👤 Jason D'Silva
☎ 01234 604504
✉ info@belmontguard.co.uk
📍 belmontguard.co.uk



Belmont Guard Security, a Bedford based security company providing 24/7 services for – static/site security, mobile patrols, alarm response, CCTV monitoring, event security and door supervision. Fully licensed operatives covering Bedfordshire, Hertfordshire and Buckinghamshire providing professional security tailored to individual needs.

Keely Armitt Business Management

👤 Keely Armitt
✉ info@keelyarmitt.com
📍 keelyarmitt.com



We support ambitious business owners to work smarter and grow faster. Through strategic planning, solid systems and clear structures, we create Founders the time and capacity to lead, not just survive! We recruit and manage teams, execute projects and launches, deliver marketing campaigns, and use data to drive confident decisions forward together.

Pink Spaghetti Luton & Hemel Hempstead

👤 Izzie James
📍 pink-spaghetti.co.uk/contact-us/virtual-assistant-luton/



Pink Spaghetti Luton delivers flexible virtual assistant and marketing support tailored for small businesses. From social media management, content creation and email campaigns to admin, inbox, and diary organisation, we help clients save time, elevate their brand, attract more customers, and focus confidently on growing their business.

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👤 James Marlow
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Bedfordshire-based freelance app builder helping small businesses automate manual processes and ditch software that doesn't fit. Custom apps, AI tools, and automation – delivered in days, not months, and without agency prices. Setup from £500, ongoing support from £29/month. You explain the problem, I build the solution.

BNI Bedfordshire

👤 Kathryn Sagers
✉ kathryn@bni-beds.co.uk
📍 bni-beds.co.uk



BNI's mission is to help its members increase their business through a structured, positive, and professional referral marketing programme that enables them to develop long-term, meaningful relationships with quality business professionals. The organisation aims to provide a supportive environment for members to build these relationships and exchange quality referrals.

Kingsclere Advisory

👤 Mark Blythman
☎ 07974 132731
✉ mark@kingsclereadvisory.co.uk
📍 kingsclereadvisory.co.uk



An independent management consultancy, founded in 2020, focused on supporting clients with their strategy and communications, and providing mentoring support to senior executives. On strategy, we are experienced in strategic planning, business development, M&A and small business health checking, while on communications, we are experienced in investor relations, public affairs, PR and internal comms. We can support in multiple ways including as non-executive director or retained external advisor/chief of staff. We are adept at working with both large and small companies and across multiple sectors.

Sarah Rose VA

👤 Sarah Rose
✉ hello@sarahroseVA.com
📍 sarahroseVA.com



Bilingual (FR/EN) virtual assistant services supporting independent entrepreneurs and business leaders on a global scale. I manage administrative and behind-the-scenes operations that stall momentum, enabling clients to reclaim time, stay in control, and run their businesses with precision, authority, confidence, and strategic focus. Reclaim your time, energy, and mental space today.

Avica Aerospace Ducting Limited

👤 Jill Batten
✉ jill.batten@leggett.com
📍 aeroflowtechnologies.com



From the far reaches of space to the vehicles on the road, AeroFlow Technologies is there. We manufacture complex, tube-based solutions to aerospace and high-technology markets, including product solutions for fluid transfer and structural component designs.

Harris Project Consultancy

👤 Jordan Harris
☎ 07869 863640
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At Harris Project Consultancy we offer construction project management and employer agent services. Offering personal, professional services to deliver successful projects, whilst developing positive, lasting relationships. Building projects can be complex, high-pressure, and costly. Our role is to simplify the process, protect your investment, and deliver results you can count on.

Mini First Aid Bedfordshire and Luton

👤 Isabelle Viac
✉ isabelle.viac@minifirstaid.co.uk
📍 bedfordshire.minifirstaid.co.uk



We provide practical workplace first aid courses, 2-hour parent and carer classes, and fun, confidence-building first aid classes for children aged 3 years and up. We help people of all ages feel prepared to act in an emergency with clear, friendly, high-quality training. FAIB accredited.

Taggart People Consulting & Coaching

👤 Mark Taggart
✉ contact@taggartpeople.com
📍 taggartpeople.com



We support growing companies across the region to develop better leaders, help managers find their feet, and build skills needed for future success. With 25 years' global HR experience, we combine coaching, leadership development and talent expertise to improve performance and create workplaces where people thrive and businesses grow sustainably.

Bedford Credit Union

👤 Katrina Allen
✉ info@bcumail.org.uk
📍 bedfordcreditunion.org.uk



Bedford Credit Union is a not-for-profit financial co-operative owned by its members who live or work in Bedfordshire. We offer a free payroll savings scheme for Bedfordshire employers and savings and affordable loans for all members. We are regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

Hotel La Tour

👤 Amit Joseph
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📍 hotel-latour.co.uk



Hotel La Tour is independent, centrally located in Milton Keynes and designed for guests to stay, dine, work and play. With a purpose-built conference and events floor, 261 bedrooms, and elegant 14th floor skyline bar and restaurant with 360-degree views. Modern luxury and exceptional hospitality set the tone throughout.

Pause And Empower Ltd

👤 Amanda Connolly
✉ amanda@pauseandempower.com
📍 pauseandempower.com



Pause And Empower supports professional women navigating menopause, career transitions, and workplace well-being. I offer tailored coaching and mentoring to help you regain confidence, clarify your direction, and create a more fulfilling work and life. Book a free 30-minute introductory call to explore how we can work together.

TruPath

👤 Luke Hartley
✉ info@trupath.co.uk
📍 trupath.co.uk



TruPath is a results-driven Digital Marketing agency that partners with businesses to fuel sustainable growth. TruPath was created to offer a smarter, more personalised approach, working with companies of all sizes across a range of industries, helping them generate qualified leads, build strong brands, and turn interest into revenue.

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to growing through
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Why Work With Us?

We've achieved an 85% win rate and helped secure over £2 billion in contracts over the past 11 years.



Standard Tender Search

Stay informed about every new tender released across the UK in the last seven days.



Advanced Tender Search

Get the right opportunities without wasting time. Our tailored search makes sure you only see bids that fit your business goals.



Training & Development

Our online course gives your team the skills, tools, and confidence to create stronger, more competitive submissions.



Bid Readiness Audit

Unsure what stage you are at in the process? We can look over your business and make sure you have a plan in place to win.



Bid Strategy Accelerator

3 month in-depth programme to prepare a strategy, bid resources and complete tender submissions.



Bid Writing & Reviews

Need one-off support or ongoing assistance? We adapt to your needs so you get the right help, when you need it.