

## Client Testimonials

Becoming an MD at 23 meant that despite running a business for over 6 years I have had no-one to learn from or to help me grow as the business grew. Brian was introduced to me at a crucial point in my businesses evolution, where we have reached a size that means that I cannot control every aspect of the business personally as once I could.

Brian has shown me the importance of a written and communicated vision and business plan in order to align my team behind me and ensure that we are all working towards the same goal. He has helped me to provide the leadership, structure and processes needed to make the business a success and has instilled a new sense of purpose and confidence within myself (and consequently my team). I cannot recommend Brian strongly enough, the MD's position is a lonely one but with the assistance of Brian this just adds to the pleasure of the challenge.

Alex Craven; MD at Bloom Media, Leeds

"ISDS has brought a wealth of experience and knowledge, directly related to my role as MD, which proved invaluable for improving my decision making and focus on a number of key business issues. This expert insight has certainly increased my own comfort zone in some difficult areas and enabled us to improve our competitive positioning."

Neil Warnock; MD at Luminary Solutions, Leeds

"I value the common sense and practical approach to integrating seemingly disparate strategic change elements in providing synergy and value for both myself and our company. I now feel better informed to cope with and manage the challenges associated with implementing these changes."

Dr Neil K Partlett; MD at Sarnatech BNL, Knaresborough



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