

## Supplier Engagement

Framework for Mutual Success



2020



Managing nature. Reducing risk

## ► A message from our Managing Director



With the benefit of 27 years of trading NBC have a portfolio of over 1,325 customers built on providing expert solutions delivered ethically by talented people who aspire to deliver a service that is not just the best they can do but the best anyone could do.

We have built a Niche around our ability to provide not only pest control services but also bird and wildlife management all over the UK. This allows us to compete with the established pest control Brands for the premium clients who value quality, safety and the environment who as a consequence are prepared to pay appropriately and who at the moment want more choice.

The market and opportunity for the NBC Network is strong at the point of writing 17/02/2020 we have received £859k in sales already in 2020 and have a pipeline of over £1.6m of quotes under 90 days old. NBC

can not optimise this position on its own and as a consequence are reaching out to people or organisations that have similar values who may be frustrated by their inability to tap into these key accounts and have aspirations of growth.

We are looking to partner with individuals or organisations through a mutually beneficial framework that will enable us to work together for a common aim. We can provide you with training, equipment, technology and work, lots of work all packaged in a transparent agreement that will maintain your independence. It is our hope that in return for the security of regular work that you will reward us by providing an efficient response to our customers needs so that we can meet our customers KPI's and grow the business.

We do not want casual relationships we want a formal alliance so we can build our capability around reliable capable people. I am sure you will have lots of questions and we will be very happy to help answer them, contact [hr@nbcenvironment.co.uk](mailto:hr@nbcenvironment.co.uk) or call the office on 01953 457979.

I look forward to working with you,

Kind regards

John Dickson

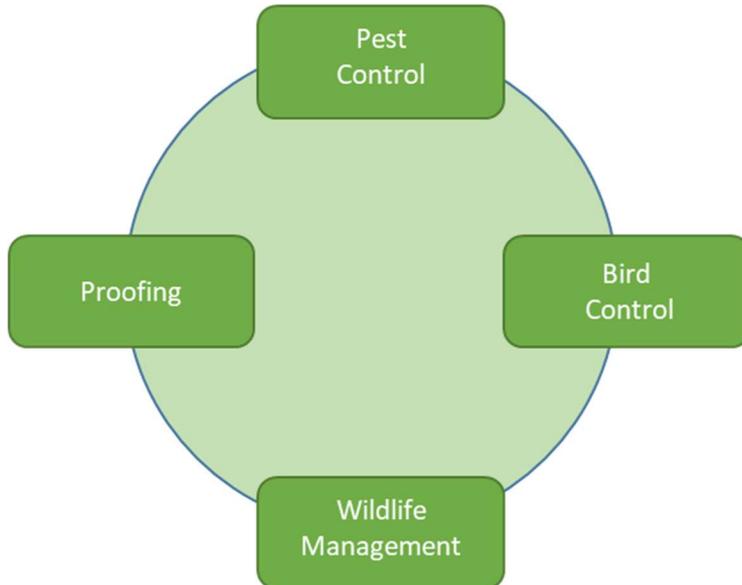
Managing and founding director.

## ▶ About NBC Environment

NBC are the modern face of Pest Control providing expert advice and ethical solutions to support and embrace our corporate clients increasing sensitivity towards their legislative requirements and sustainability objectives.

We have embarked on a journey to take NBC Environment beyond the traditional approach of pest exterminators to a place where organisations can enjoy a professional holistic approach that links seamlessly all their pest and wildlife management requirements. We are an attractive alternative to the established brands such as Rentokil and Ecolab for those large corporate customers who are looking for a single supplier to service a National estate. Our clients are extremely important to us and our People have real passion for their work which shines through in their dedication to outstanding service.

NBC's innovation and forward thinking has created a niche where they deliver a unique set of complementary services to an ever-increasing blue-chip customer base:



University of  
**Kent**



National  
Trust

**MORGAN  
SINDALL**



savills

Ministry  
of Defence

**easyJet**

**TESCO**

Virgin money

## ▶ **Expert** – 27 years unrivaled experience and knowledge

Established in 1993 NBC are leading experts in all aspects of wildlife management with vast experience over a huge variety of scenarios providing the knowledge necessary to give you the most effective solution. We have a unique structure with a team of CIEEM accredited ecologists who not only provide consulting advice for clients to ensure compliance on environmental issues but also our operations teams on legislation and the management of wildlife behaviours.

## ▶ **Ethical** – With control comes responsibility

NBC believes that pest control companies should operate responsibly and seek sustainable solutions rather than focus on extermination. Regulation, public perception and client requirements now demand a deeper and more integrated approach to managing situations where wildlife conflict occurs to minimise risk to businesses and public health.

## ▶ **Innovation** – Delivering measurable value

NBC has spearheaded the development of services based on expertise in wildlife and environmental consulting to drive innovation in our industry to meet the new requirements and ethics of our market place. NBC have invested in a wide breadth of capability enabling an integrated approach to client requirements that includes environmental and ecological consultancy alongside innovation in products and techniques in pest control and bird control to deliver

## ▶ **Value** – Quality, cost effective solutions

Each service is designed to complement another providing an unrivalled offering to our clients. Working with a huge number of clients across various sectors including; utility companies, local government authorities, construction, highways, aviation, retail and warehouse outlets and the leisure and tourism industries. Partnering with major companies including Tesco, the RAF and Thames Water.

Our clients are extremely important to us and our employees have real passion for their work which shines through in their dedication to outstanding service.



▶ **Call** 0800 169 9676

▶ **Visit** [nbcenvironment.co.uk](http://nbcenvironment.co.uk)

▶ **Email** [enquiries@nbcenvironment.co.uk](mailto:enquiries@nbcenvironment.co.uk)



## ▶ Working harder when you should be working smarter?

Are you finding it hard to increase your earnings because valuable time which could be used to generate cash is lost meeting clients and producing quotes which never go ahead and then when you do make money it goes out fast on your administration and advertising?

## ▶ Frustrated?

Does it frustrate because you are more capable than your competitors but are overlooked because you lack the infrastructure in accreditations and systems that others have yet you cant afford?

## ▶ Bored?

Would you like a varied schedule ranging from pest control, proofing, falconry, ferreting and even dog detection?

Why don't you concentrate on what you do best and join the countries leading wildlife management network, NBC Environment as one of our supply partners.



## ▶ Scheme Objectives

- Increase density of capability to make the NBC network more competitive and increase revenue,
- Provide a mutually beneficial Framework that will encourage engagement from the Network,
- Provide support to NBC Network to allow development of skills,
- Central sales and marketing function to increase sales and reduce overhead,
- Buying power to leverage suppliers for benefit of network,
- Common IT platform for tracking works and accuracy of invoicing,



## ▶ Why join the NBC Environment Network?



The NBC Environment Network is a team of dedicated professional all of which share a passion for wildlife and are motivated to support each other and share the success that our hard works brings. You will become part of an organisation that has been trading for 27years that is innovative challenging the establishment to create a Brand that stands alone and represents values that reflect our own beliefs.

## ▶ Benefits of joining the NBC Environment Network

- **Excellent rates of pay** which without the burden of many of the operating costs allow high rates of profit and as you are paid directly by us you don't have to chase the cash.
- **Access to the latest technology** in digital real time reporting will mean you don't have to hand write job sheets and worry about keeping them safe.
- **Regular and Varied work** not only gives you a level of security but also ensures it remains enjoyable,
- **Support Network** helps you develop your skills and provides the camaraderie of a team environment,
- **No subscription fees.**



You will be supported by our excellent team , allowing your business to concentrate on what it does best! Whether you're a sole trader or small company your decision to join the NBC Environment network could be very beneficial.

## ▶ What we need from you

- Positive and respectful Attitude
- 1-2 years experience in a relevant skill
- Relevant trade qualifications
- Public Liability insurance
- References

