

PRESS RELEASE

For immediate release

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Biscon devises a new total continuity plan for small businesses

A Gloucestershire based team of consultants have created a 'complete' business continuity solution for small businesses – something which they feel has never been available on the market.

Biscon, a company who specialise in providing business continuity and disaster recovery plans, have a long list of clients, but have rarely done work for small businesses – something which they are keen to change.

On the need for business continuity for SMEs, Mike Jacobs, Director said, "Building in business continuity, making it a part of the way the business is run, rather than having to 'firefight' any emergency, helps prepare that organisation to offer 'business as usual' at a time when unprepared businesses might struggle. Planned business continuity management, so that staff, customers and suppliers are reassured that there is an effective policy and practice for dealing with the unexpected, just adds confidence for trading and inward investment.

In a report published in 2004 by the Deputy Prime Minister's office it stated that nearly 1 in 5 businesses suffer a major disruption every year – something that came so close to home for many small businesses after the floods of 2007.

Business Continuity Planning is something that is probably on the 'to do' list of any small business. However, due to the current climate and challenging trading conditions, it will rarely get to the top as it can appear to be a complicated exercise involving many different contacts within insurance, restoration, relocation and trained consultants to get a tangible benefit.

Biscon believe that this does not need to be like this.

Biscon are trying to make it easy for small businesses to take advantage of the resilience business continuity plans can deliver by using their experience to bring together all of the links in the chain into one simple, straightforward package of 'complete business continuity'.

Mick Bayne, also a Director at Biscon and a fully qualified chartered accountant said "We have created a new package for small businesses of up to about 50 employees to enable them to get the continuity planning they need at a price they can afford. The process is extremely thorough, including the key issues of IT and telecoms provision. It's, bespoke, carries a fixed price with no extra overheads and can be completed in a very short time frame including a full rehearsal. "

He added 'As well as our thorough risk assessment, continuity plan and testing services we have a partner company who can offer alternative accommodation in the event of an incident for critical personnel including phone lines within 24 hours, usually within a 10

mile radius – something which your average small business would probably have thought they could not afford, and therefore not explored.”

A startling reality for any MD of a small business would be to stand in front of their burning business and be faced with a TV camera or local journalist demanding a quote.

Jacobs states “Quite simply – what would you say? This package also provides a complete guide of what to do and say, and more specifically what not to do and say in the event of a crisis to ensure that the right message gets out so your suppliers and customers are confident of your ability to continue trading”.

Once the continuity plans are in place a business is then prepared for the worst and following an incident the amount of downtime a business experiences can relate directly to whether or not that business will survive. Biscon explain their solution to this as “ This package offers registration with one of the world’s leading property damage restoration companies who can be on site within 24 hours to project manage the restoration and recovery of buildings, equipment and even documents to help keep that business in business”.

One of Biscon’s main strategies for this product is to enable companies who have their plan to obtain cheaper insurance premiums. Bayne added “It seemed obvious to us that any company who is prepared to this level would be of significant interest to insurance companies as the amount of a claim or the number of claims could be reduced and premiums maintained at an acceptable level”

He added “We have done, and will continue to do, significant work with insurance brokers on behalf of our customers to enable them to realise a reduction in ongoing business insurance costs as a result of adding extensive resilience to their business. We are currently working with Brunsdon Westinsure, who have agreed a typical reduction with a key insurer of 10% on specific premiums as a direct result of implementing our plans. It will, of course, depend on the nature of the business and could easily be more.”

Jacobs summarised as “Our goal here was solely to bring the type of benefits larger companies can afford to have to small enterprises, and to offer a complete, easy package which was financially a ‘no-brainer””.

Editors Notes

About Biscon

Biscon Planning was formed at the beginning of 2001 to deliver total Business Continuity Management solutions. We offer

- Total lifecycle packages, in line with the British Standard BS25999
- Flexible Workshop programme should you decide to attempt to undertake the project using internal resource
- Training
- Testing and Exercising
- Gap Analysis to BS 25999
- Maintenance, Review and Update of existing plans

We have several ‘virtual’ offices across the UK which our business continuity consultants work out of, thus enabling us to offer a truly nationwide service.

The Directors

Mick Bayne - Mick is a Chartered Accountant, with experience of audit in practice, and came to Biscon from five years at a leading investment bank.

Mike Jacobs - Mike has a background in IT applications, training and logistics, and came to Biscon from five years at a leading auction house.

Mick and Mike can be reached for comment on 0845 0765637.

Website www.biscon.co.uk