

# CASE STUDY - O'Connor & Co

## Moving forward with business growth

**O'CONNOR & CO**  
PROFESSIONAL REMOVALS & STORAGE



### KEY POINTS

#### Support Received

- Adviser Support
- Access to finance

#### Outcome

- Business growth via upskilling
- Support through the Covid Pandemic

O'Connor & Co is a multi-award winning removals and storage company operating in Mansfield, Chesterfield and Sheffield. The business started when director Sean O'Connor found himself out of work after the arrival of his new born son. With an urge to provide for his family and a personal desire to help others, Sean approached the Princes Trust with his business plan for the company. Unfortunately this was declined but un-deterred Sean carried on working on the plan for a further 2 months and re-approached the trust for support. The hard work paid off and Sean was awarded a £4,000 loan to help kick start his business. Since then the company has gone from strength to strength and is now a well established award winning business. O'Connor & Co's top accolades include business of the year for Nottinghamshire and Derbyshire and finalists for the top national family run companies.

The D2N2 Growth Hub in conjunction with North East Derbyshire District Council, has been able to support the business through a whole range of dedicated adviser support. Our Adviser Manager was able to carry out an information, diagnostic and brokerage (IDB) service with Sean which allowed for analysis of several aspects of the business including culture, marketing, finances, KPIs and more. The adviser was then able to work closely with Sean to help improve these areas to enable business growth. O'Connor's has also benefited from in depth support on business strategy and signposting to funding options.

**“ We've worked hard looking at our vision, looking at our culture, our retention, our marketing, finances, KPI's, kaizens, I could go on, we've done everything-setting goals and hitting them. We've started fighting back after the deficit of Covid had on our company. I certainly cannot thank them (my D2N2 advisers) enough (even on the guidance on books). Truly helped us through the hardest of times. A personal message to you both: thank you.**

**Sean O'Connor - O'Connor & Co Director**

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