



**54 Degrees**  
**Project Consultancy**  
**Fusion Business**  
**Solutions**



## **Accommodating Increasing Workloads**

### **Project Client**

Kathy Birch was looking for someone to deliver project management training targeted at the education sector, and contacted Sarah Wilson after a recommendation through the Association of Project Managers (APM).

Fusion Business Solutions delivers HR and H&S services to SME's, specialising in the education sector, and recently launched a new staff absence management tool.



### **Project Aim**

Trying to grow a small business can be taxing, with demanding workloads and not having chance to take a step back and assess what needs doing to get your business to the next level.

Sarah Wilson gives SME's the opportunity to take time out from their businesses and reflect on what they need to do to help them grow. Whether it's on a 1-2-1 consultancy level or a retained basis to keep them on track, Sarah can help them manage their workloads, teach them how to prioritise work, reduce stress and help improve business development.

After meeting up, Kathy realised she needed Sarah's help for her own business needs to put together a realistic and robust plan to help her already busy team accommodate the extra work that the new software tool had generated.

Sarah spent two 3-hour sessions with the team to help them understand current and long-term plans, help define the different phases of the project, prioritise the work accordingly, and put realistic timescales together.

### **Project Results**

Kathy said: *“It definitely helped having an independent facilitator who understands project management. Sarah was able to help my team see the project from different perspectives, gain a further understanding as to what was required of them, discuss all the elements in detail, make necessary decisions, agree responsibilities for the different streams of work and understand the dependencies they all had on each other.”*

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