

WESTPORT BUSINESS SOLUTIONS, LLC

An interview with Nevil Ede, CEO and Founder of Westport Business Solutions LLC (WBS), one of Fairfield County's largest, full-service management consulting practices.

FCW:

What makes WBS different to other consulting practices, and how does it support businesses in the Fairfield County area?

Nevil Ede:

Today, there are a lot of independent consulting practices in our area working with local businesses. For the most part, they do a great job in helping businesses address the particular problems they face as it relates to their own specific area of expertise. However, no business problems ever can truly be resolved in terms of looking only at a single focal point. If businesses are going to invest money in consultants, then they should require that that investment help them develop a sustainable solution – a solution that takes into account all the other facets of their business.

At WBS we have developed (and TradeMarked) the concept of the “Enriched Solution™.” We look at every client need in the context of their business as a whole, bring in experts from different professional backgrounds, and build a sustainable solution from the inception of the project.

FCW:

Can you give us a practical example of how this process might work?

Nevil Ede:

Absolutely. Imagine a business that realizes it needs to upgrade its computer systems to either replace systems that do not give it the information it needs to be competitive, or, their business has simply outgrown the capacity of what they have in place. Their first reaction is to contact an Information Technology (IT) specialist consultant. That is fine – to a point. However, choosing and configuring a new system is just a step in the process. How they buy and account for the elements of the new system are Financial decisions; how they manage their people issues (bringing in new expertise, training, procedures), these are Human Resources and Talent Acquisition decisions; how they contract for the purchase and management of the new systems are Legal and Logistics decisions. While an independent IT specialist can help with each of these areas, they are, by definition, not an expert. At WBS, we look at every solution in the context of supporting the needs of the business as a whole by using expert professionals for each element, and developing a sustainable solution that will support its future needs.

FCW:

Bringing in all these experts? – isn't that going to be expensive?

Nevil Ede:

On the contrary. It is the most economic way of addressing each client's business need. Each consultant works efficiently and expertly only at their particular piece of the solution. More importantly,

they do it in cooperation with each other. At WBS, there is no redundant effort, no on-the-job learning, no need to go out and research things that are outside of a consultant's area of expertise. The most expensive solution for any client is one that does not last – the infamous “Band Aid” solution. Our reputation is built upon building sustainable solutions that provide long-term value to clients.

Finally, our rates are extremely competitive when compared to larger practices as we operate with a simplified infrastructure and a low overhead base. The consultant to whom the client explains their business needs will be the person responsible for developing their solution.

FCW:

Who are the WBS consultants and why is WBS so relevant to businesses in Fairfield County?

Nevil Ede:

Our consultants are all experienced professionals from the Fairfield County area with their own successful consulting practices. They have joined WBS because they realize that to bring optimum solutions to clients requires bringing in different professional disciplines working in concert with each other. Each consultant brings to WBS those facets of their skill set about which they are truly passionate and each believes in the concept of the “Enriched Solution™.”

With regard to Fairfield County, while our clients span the Eastern Coast of the US and we have relationships with other professional practices around the world, this is where we all live. This is the community we belong to and choose to support. Miggs Burroughs the noted local artist designed our logo, local photographers provided our business graphics, local web-designers developed our website and all our banking, legal and insurance support is right here as well.

FCW:

Last question. This all sounds great if you are a big business, but how relevant are you to smaller businesses in the area?

Nevil Ede:

It is true we have a number of large clients. However, we have a wide variety of smaller clients too, including some not-for-profits. Nothing is more satisfying for me personally than being part of helping a small client become a much larger one. To do that, we need to be relevant, competitive and help them build what I've talked about, namely, sustainable business solutions.

I encourage any business in the area which is facing business issues now or in the future for which they need help, to reach out to us. There is no cost or obligation, and in the event that we can't help you with what you need, we'll help you find the resources that can.

I see helping the Fairfield County Community grow as an important part of our role as members. After all, as I said, we live here too. Thank you for the opportunity to introduce WBS to your readers.



The Members of the WBS team
(As pictured)

Dianne Hennessy
(Human Resource Services)

Peter Winkler
(Lean Business Optimization)

Jay Gronlund
(Branding & Intl. Marketing)

Nevil Ede
(GRC & Due Diligence)

Richard Williamson
(Finance & Treasury)

Robert Donovan
(Business Advisory Services)

John Martin
(Legal Services)

Veronica Brillon
(Human Resource Services)

Marc Roberts
(Talent Acquisition)

Paul Weston
(Information Technology)
(Not pictured)

Barbara Phillips
(CPG Marketing)

Peter Wrampe
(Industrial Technologies)

WBS Testimonials:

“WBS showed an amazing ability to quickly learn our industry and have helped our business build an infrastructure that will represent the platform for our future expansion and diversification. We now have so much more confidence in our key financial indicators as well as our ability to manage all aspects of our business.”

Victoria McMillan – President,
Victoria Nicole Inc.
www.victorianicole.com

“WBS bring a true passion to their work, which is a core value we share at Pearlman's. We had found their counsel to be thoughtful, insightful and balanced. The depth of the WBS team's experience means that we are always able to look at our decision processes from a variety of different angles, quickly and concisely.”

Bill Pearlman – President,
Pearlman's Jewelers Inc.
www.pearlmansjewelers.com

WESTPORT BUSINESS SOLUTIONS LLC

“Building Solutions One Business At A Time, Building Businesses One Solution At A Time”

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