



GSL WINS MULTIPLE CONTRACTS IN SNE PROGRAMME



London cleaning company wins multiple contracts after training and support from Supply Nine Elms.

GSL Cleaning Services Ltd.

GSL is an independent, family-owned cleaning and security services business in south London.

www.gslcleaningservices.co.uk

GSL were looking to gain more experience, confidence, and contacts from the Supply Nine Elms process. Supply Nine Elms assisted GSL through hosting a variety of workshops focusing on policy, accreditations and the construction sector. Supply Nine Elms also arranged client meetings for GSL Services.

Due in part to the training and support that GSL received from Supply Nine Elms, it has won over £500k in contracts, including a £150k contract with Lambeth Council directly from Supply Nine Elms. GSL also attributes 12 new jobs to Supply Nine Elms.

Summary

GSL was started four years ago in south London, originally as just a cleaning company and eventually added security services.

Challenges

As a smaller, family owned-business, GSL Cleaning Services had faced challenges contacting and winning contracts from big construction company supply chains.

In addition, GSL had run into problems successfully filling out Pre Qualification Questionnaires (PQQs) and sending the PQQs to the right organizations.

How We Helped

GSL Services attended several different workshops hosted by Supply Nine Elms focusing on the construction sector and necessary accreditations and policies, which helped GSL in getting fit to supply.

In addition, Supply Nine Elms arranged Meet the Buyers events with firms such as Carillion and Ballymore.

With the help of Supply Nine Elms, GSL Services is now working with the Lambeth Council Contract in supplying security guards and cleaning services. They have also partnered with Beaver pest control and are working on buildings like Kings Yard in the Olympic Park.

Results

GSL Cleaning Services has now won over £500k worth of contracts, including £150k with Lambeth Council directly from Supply Nine Elms. They have also created more than 20 jobs in the last six months, with 85% of those jobs from the local area. 12 of these new jobs can be attributed directly to Supply Nine Elms.

“Me as Director of the company can move this organization to another level by having all this help around me, try to grasp all that I can from their workshops, to always be in front of my competitors but not just that also now I can tender for bigger contracts” – Founder Marlon Mendoza