



## Startup Support

Coast to Capital's Business Navigator Service exists to signpost small businesses and start-ups to the vital support they need to survive and grow. Based in Shoreham-by-Sea on the Sussex coast, our team of expert Business Navigators have an in-depth knowledge of the diverse Coast to Capital region, which stretches to Croydon in the North, Mole Valley in the East, Lewes in the west and also encompasses bustling Brighton & Hove and rural West Sussex.

Nathalie Tulip, Start up Support said:  
"Being in touch and receiving support from Claire has fast tracked my progress beyond what I thought would have been possible in such a short space of time. Claire has pointed me in the right direction on many occasions and introduced me to a network of people who are now supporting my business and its growth."

<http://www.startupsupport.co.uk/about>

### About Start up support

Nathalie has specialised in project management, finance, resourcing and supply chain for the last ten years. She's worked for global technology companies such as Cisco Systems, as well as innovative start-up's and social enterprises.

Now she works with tech start-ups, SMEs, digital freelancers, project managers, directors and founders, offering operational and financial project management to help companies run smoothly. More than a consultant, her help is practical, strategic and hands-on.

### The Challenge

Being new to the area as well as new to running a business, Claire's insight and knowledge of the start-up landscape was great. Claire was able to point Nathalie to the right services and organisations to help her build momentum. Claire also made a number of warm introductions to individuals that have proved to be invaluable. Nathalie met and built relationships with people within a short space of time, that would otherwise have taken 12 months.

### The Solution

Through the introductions that Claire has made, Nathalie has joined the FSB and benefited from the legal advice they provide and discounted pricing on services they offer.

Through the introduction to Let's Do Business, Nathalie has been added to their approved lists of suppliers allowing the Let's Do Business to refer clients to her.