



Care, Nurse Agency and Recruitment
from the Pertemps Network Group



Franchise Opportunities

A unique choice of proven and successful
business models from the UK's largest
independent resourcing group



Pertemps Network Group recently celebrated their 50th anniversary and Network Healthcare its 15th. Their proven business models are now available to selected partners as a Franchise operation. Combining a recruitment and care at home business gives an opportunity for long term sustainability. Particularly as a unique financial arrangement is included reducing the cash needed to finance the business.

Why is healthcare such a booming industry?

The flexible healthcare staffing and homecare services in the UK are currently estimated to be worth over £12 billion per annum and rising. The way we care for people in the UK has changed considerably over the last few years with many local authorities outsourcing their needs to agencies who are able to provide care in peoples own homes or in care establishments. This coupled with an increasingly ageing population should ensure good potential for growth over the coming years.

What type of staff does the recruitment business provide?

Supported by a national network of offices, we provide temporary and permanent staff in the fields of domiciliary and health and social care. Our clients can be organisations within local authorities, private and charitable organisations, independent nursing and residential homes, sheltered housing, resettlement units, the NHS, independent hospitals and individuals in the field of domiciliary care.

Which territories are available?

We understand the importance of the desire to work locally. With this in mind, all of our territories are researched to ensure they are large enough for you to build a profitable business. Territories are awarded exclusively and many areas of the UK are available – we will not open offices though where existing offices operate.

Do I need recruitment experience or experience of the healthcare industry?

Not at all, many very successful 'brand partners' do not have previous experience. As this is a true management franchise you will need an absolute desire though to provide the highest levels of care to those who need it most. As you will recruit a team of people to provide this care, you will need to be able to effectively manage and motivate people.

How much can I earn?

Many things depend on profitability and we would prefer to be conservative. The size of your team, cost of premises and your own Directors drawings will have an effect on these.

Network Health & Social Care	Year 1 £000s	Year 2 £000s	Year 3 £000s
Turnover	270	485	680
Cost of Sales	175	315	445
Gross Profit	95	170	235
Operating Costs	80	110	130
Net Profit	15	60	105

The above analysis is considered as indicative and in some ways typical, but the figures use very broad assumptions in certain areas and should not be relied upon. The figures do not, therefore, necessarily represent a 'likely' profit or cash flow prediction.

How much is the initial franchise fee and how long is it for?

The Franchise Fee is **£30,000+VAT** for both recruitment and care business, for the rights to trade in an exclusive territory for a period of 5 years. We provide full invoice financing as part of the management charge which will reduce your need for additional finance. The fee is reduced if only the recruitment business is taken.

Franchise Package

What's included.....

- Full pre-opening support with the dedicated services of a Brand Partnership Director
- Exclusive researched territory
- Full debt factoring – vital for cash flow
- Hosted email and website
- Specialist Healthcare software
- Comprehensive induction training for the Franchise owner and an additional person
- Help with accreditation and registration with care authorities
- 'Start up' package including marketing launch, care staff uniforms, and stationery
- Operations manuals and policies
- Assistance with recruitment, legislative and HR issues
- Property advice and assistance
- Business Development Manager experienced at winning business and free access to upcoming tender notices
- Full payroll and invoicing function including credit control
- Large company discounts including discounted CRB Checks
- Regional networking meetings and conferences

What does the franchise package include?

We would like to provide our brand partners with everything they need to start their business – allowing you the time to just focus on building your business.

What are the ongoing fees?

The monthly management fees are 6% of sales turnover.

This includes free factoring of your debts which is vital for ongoing cash flow, particularly when most of your business will be predominantly temporary staff. A high street bank would normally charge as much as 1.5% - 2% for this service.

What happens at the end of 5 years?

In short, it's up to you! You can choose to renew your agreement for a further 5 years at no further charge or you can decide to sell your successful business; we will of course help you with this should you wish us to do so.

Can I work from home?

You will need an office location to work from where candidates can visit and be interviewed and assessed by you. This does not need to be an expensive high street location though and many more offices are now situated in more cost effective first or second floor locations. You may also decide to begin your operation from a serviced office location – our Property specialist will help you make a considered choice along with helping you get the best deal possible.

How will I be kept up to date with changing legislation?

An advantage of becoming a brand partner means any changing legislation will be effectively communicated and implemented by us centrally. No need to seek expensive advice and guidance as all updated legislative and compliance developments are communicated via our dedicated Intranet system.

What's next

We recognise that deciding to be your own boss is a big decision and you must be fully informed. Rather than prescribe a 'process' we will work with you at your pace.

You will be given an opportunity to attend a 'Discovery Day' – this is an informal opportunity to find out more about us including a visit to our Head Office functions at Meriden Hall.

You will also have an opportunity to speak with our existing network of Brand Partners – don't take our word for it!



Call the dedicated Brand Partnerships team now on
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