



### Noel Vance



### Activities

▪SPEED has taught me how to make a business work properly, which has supported my previous sales experience in my business area.

▪My Business is trading and I have over 750 satisfied customers so far.

▪I have a storage warehouse for my stock, a van for deliveries and access to the University of Worcester New Entrepreneurs Centre.

▪I now have the opportunity to make deutscheparts a viable company, which I did not have before joining the SPEED programme. SPEED training has given me really valuable support with regards to law, accounting and cash flow that will benefit the way I manage my company.

### deutscheparts Ltd

I am an online retailer of Automotive spares and accessories. My target customers are retail buyers with VW / Audi / SEAT or Skoda cars, and wholesalers that buy generic parts that I have in stock

### The Student Placements for Entrepreneurs in Education (SPEED) programme

#### What have been the best parts of the programme?

Learning what is expected of you by the Government, tax office, employees and customers.

#### How has the training and mentoring support helped you?

It has given me knowledge and real-world information on the best way to operate and manage my new business.

#### What have you learned about yourself whilst on the programme?

That I need to organise my time better, and concentrate more on administration and record keeping.

#### How has the programme built your confidence to try new ventures?

It has taken away the unknown elements of business management, and given me the confidence to 'have a go'

#### What advice would you have for any students considering applying to SPEED?

If you are confident your business is viable, then go for it, but listen well and take LOTS OF NOTES !

**“Really pleased with whole deal: quality product, good price and great communication. Many thanks.”**

**“Goods as described, prompt despatch, an excellent service.”**

**“Good item delivered promptly. Highly recommended! Thanks Noel.”**

*( eBay customers )*

### Future

I would like my business to be employing 2 / 3 staff to take care of the day-to-day stock management in my warehouse, to allow me to concentrate on buying the correct stock and selling at the right price.

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