

Valuation of BLU

Date: 2006

Client: Small Business Service, Department for Trade and Industry

Country / Region: UK

BLU (or the Business Link University, as it was originally known) was set up in 2001 to develop learning, knowledge sharing and networking opportunities for individuals working in the small business support sector in the UK. The concept was in part modelled on the experience of Unipart U and other corporate universities. At the time of establishment, BLU was seen as an important tool in achieving UK's ambition to become the best place in the world to start and grow a business.

As part of recent reforms of the small business support sector – which saw responsibility for small business support devolve to Regional Development Agencies (RDAs) – a decision was made to stop any further public funding of BLU activities as of March 2006. In this context, DTI's Small Business Service (SBS) commissioned CEPA to provide an independent assessment of BLU's inventory and forecasts as well as the perceived value of BLU as a going concern. The work was undertaken with the aim of supporting the ongoing development of options for BLU, including the possibility of selling the entity to private sector bidders. CEPA's remit included a high level assessment of policy implications of a range of different options under consideration.

Links:

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