



# The Story Behind On Site Health Solutions

On behalf of On Site Health Solutions I was asked to be guest speakers at the Ayrshire Business Week. One of three companies from across Ayrshire. Each was asked to give an insight to their business and an insight into how Business Gateway had helped them. I took the decision to give a true and honest account of my business and want to share that with the people that matter to me – my clients and potential clients. It is important that you know the person behind the business but more importantly you know they are genuine and you can trust them.

For 20 years, I worked in the Occupational Health Sector for a Private Company working all over the UK including spear heading a clinic in Harley Street.

Over those 20 years, I had utter dedication to my job. I never had a day's illness and I often wondered what a holiday was. Even when I had my first son some 20 years ago, I had less than three weeks off. Some might say madness but at the time, it was a desire to be the best that drove me.

In 2004, I fell pregnant with twins and my life changed forever. The day I found out, my then boss gave me an ultimatum. To decide whether I wanted to continue to climb the career ladder or have my family insisting that I could not do both. The choice was simple and within two weeks I was replaced.

I have no regrets; I went on to have two wonderful boys and dedicated my time to them freelancing to companies offering occupational health advice and services.

I had far too much time on my hands as the children found contentment in each other and I found myself restless.

In 2007, I set up a local community project called the Woodroad Regeneration Forum and we have currently completed four of our five phase plan having raised over £200,000 for this local project based in East Ayrshire. The group has won many accolades including best local charity, finest woods award, green flag award and the most prestigious of all The Queens Award for Voluntary Services.

Despite all of these wonderful achievements, I knew there was more in me. My confidence had hit rock bottom but with the involvement of this project, I began to realise my own potential in negotiating with businesses and other individuals.



My amazing husband said to me one night - You can do all this yourself. Why are you making money for other people? Stop thinking you CANT when you know you CAN. It was all I needed to hear. With Garry's encouragement I set about starting my own business. His faith and confidence in me was the driving force behind me being a great mum (I tell the kids this every day) and a successful business woman.

In 2008, I found Business Gateway on line and my business life was to change forever. I met the most wonderful man Jim Jardine and I owe him so much. Business Gateway helped me turn my idea of an affordable but professional occupational health company into a reality and On Site Health Solutions was born.

We specialise in all aspects of occupational health and are one of the largest independent drug and alcohol testing companies in the UK. Our business is not all about catching people who abuse drugs, we are there to offer advice and assistance through our management training programmes.

Through the business Gateway, I received help with my business plan, attended workshops and networking events and met many helpful people including my web designer Cathy Waite from Vital Web who has produced an outstanding website for us.

At the end of 2008 because of our drive and commitment, we were recognised as one of the top up and coming new businesses in the Barclays Trading Places Awards.

Our first year was a struggle and it was all about training, learning and ensuring we were confident in the market place. At the time, the business consisted of myself and my brother.

Despite a struggling first year, we did not give up. We were passionate and committed and with the help of Jim and his team, we embraced all the assistance and advice available to us.

In our 2<sup>nd</sup> year, we were approached by Amazon.co.uk who found us online and invited us to their tender process. One of eight companies, we got down to the final two and went head to head with Europe's largest drug and alcohol company.

What made us stand out? I believe it was my honest approach and my passion for and knowledge of Amazon. I was already an avid Amazon buyer but the HR team I believe could see how passionate I was about their company.

In April 2010, we won the contract and since then we have gone from strength to strength increasing our turnover in 2010 to £136k.

An email I received from the top Amazon HR Manager acclaimed us a true Amazon Partner having managed to see the recruitment and testing over the peak period without a single complaint.



In June of this year, we expanded and moved to Wellington Square. We were immediately welcomed by the Business Team at South Ayrshire Council and will be working closely with them to increase our presence and increase our workforce within the area.

This year has seen us secure contracts with some major players including Pets at Home and the Scottish Government. We are on target to double our turnover this year. Business Gateway has taught me that you can overcome any challenge and be a success if you want to be but don't be afraid to ask for help.

No matter whether we are quoting for the provision of services to a company with 5 or 5000 employees, we welcome the opportunity and offer at all times the best possible service and best possible price first time.

I have come along way since June 2004 when I found out I was expecting the boys. I actively seek and act upon advice from other professionals and Business Gateway was one of the best finds I made on line..... with the exception of course of my husband who I bought from match.com for just £15.75.

I have proved my critics wrong. I have a successful business, three wonderful boys and currently my husband and I foster a one year old little girl.

Nothing is impossible and everything is achievable and my advice to anyone out there is simple. There are people who have succeeded before you – so I urge you to seek them out, work with them and learn from them because they will get the greatest of pleasure from your success.

**Roseanne Savage**  
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