



Biometrix Benefits From SCORE Counseling

By Jack Clauson, John Masone and Jim Lynam, Score Accredited Business Counselors, Chapter 411, Score NE Mass.

Helping small and middle size companies succeed is why the counselors at Score give their time and experience freely. It is what we do and letters like the one below is our reward. Here is a great example:

Dear Jack,

I'm writing to thank you for the support that SCORE has provided this past year. While the life sciences industry is experiencing a "perfect storm" of a down economy and uncertainties imposed by health care reforms, Biometrix has recovered from earlier financial challenges and is planning for growth in the near future. As founder and CEO, I can say with certainty that our successful turnaround this second quarter was due in large part to the coaching I received from you and the other business experts in the SCORE organization. In particular, the SCORE councilors carefully analyzed my business issues, and compelled me to take decisive action to move Biometrix to a more secure footing.

Biometrix is an industry leader in providing engineering services to the Life Sciences industry, Biometrix strives to offer high-value solutions to our customer's many technical and business challenges for validation, calibration and commissioning of biopharmaceutical manufacturing facilities and laboratories. We take our commitment to value seriously, and part of that commitment means that, just as we have worked diligently to earn our clients' confidence over the past fifteen years, we must also maintain a robust and profitable business model that is sustainable in both up and down economic times.

Thanks to the regular coaching sessions by the seasoned business professionals at SCORE, we were able to reinvent our business processes and cost structure to meet our customer's dual requirements of reduced prices and improved quality. Just as we fine-tune our clients' factories, SCORE was able to help us fine-tune our business systems and absorb the shocks and bumps in this tumultuous economy!

Once again, thanks to you and SCORE for your support when we needed it. I look forward to many more helpful coaching sessions.

Regards,
Rob Bossler
President and CEO
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If you would like FREE business counseling, please contact the Lynn Area Chamber of Commerce staff at 781-592-2900 or info@LynnAreaChamber.com