



# CASE STUDY



If you are looking to bid for and win tenders, then ISO certification may have significant impact on your ability to be adopted as a supplier – especially if you are bidding for work in the Public Sector. This was certainly the case for HLA Services, who had achieved not only ISO 14001, but also ISO 22301 Business Continuity certification with the support of Pentagon Assurance Ltd. Within months they went on to secure a £500,000 contract to refurbish Great North House, part of Newcastle University, with the ISO standards not only bench marking how effectively they run their business, but also enabling them to optimise performance and bid for work they might otherwise fail to qualify for.

**Location:**  
North East

**Sector:**  
Manufacturing



*What our client said:*

*When tendering, ISO certification is particularly pertinent. With the help of Pentagon Assurance, we now have a clear competitive advantage which was a significant factor in our recent contact award.*

**Neil Henry, Service Director & Owner**

**T** +44 (0) 191 481 3490  
**M** 07973 686 727  
**E** barrycooper@pentagonassurance.com  
**W** www.pentagonassurance.com  
**A** One Trinity Green,  
 Eldon Street,  
 South Shields,  
 Tyne & Wear  
 NE33 1SA



SHAPING THE WAY BUSINESSES OPERATE

