

# The New Forest Enterprise Centre Award for Best New Business



## **Foresight Data Consultancy Limited**

Business Contact: Dave Scott

**Foresight**  
*Data Consultancy Limited*

Foresight Data Consultancy Limited was established by Dave Scott in August 2017 and offers both analytical and forecasting services for its clients. Foresight can interpret and analyse the data which companies hold to enable them to better understand their customers and learn how to maximise future growth and profitability. Foresight recognises that as products and services develop and change businesses need to alter the way they communicate with their audiences.

It also offers forecasting services which utilises licensed computer software, created by Managing Director Dave Scott, which enables recurring revenue businesses to forecast their future income to within 99% accuracy. This software has already been purchased by several companies including one of the leading UK publishing companies, and the business is currently in discussions with several others. In the first year of trading Foresight achieved a six figure turnover.

Dave Scott is currently the only employee of Foresight but has generated a sufficient interest and workload within the first year that he is now actively looking to recruit his first member of staff and to rent office space. An ideal space for Foresight to hire would be somewhere in the New Forest District with access to a train station such as Brockenhurst, Southampton or Ashurst. Easy access to London is vital as most of their customers are based there, but the direct train lines into London across the district mean they can achieve this.

Dave plans to expand into other recurring revenue businesses such as those based on monthly direct debits and is looking to employ graduates as he is keen to retain the talent in the New Forest. There are fewer work opportunities in this part of the country for young people so he is keen to invest time in training and developing candidates further as his company moves forward.

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**New Forest  
Business Partnership**

The logo for the New Forest Business Partnership, featuring a stylized white icon of three overlapping circles or loops, resembling a recycling symbol or a network, positioned to the right of the text.