MANUFACTURING ADVISORY SERVICE (MAS)

Clive Turner

Navigate the Grants, Loans and Funding Maze

Bristol

5th June 2014
CONTENTS

• MAS Core Services. Funded support

• Product Development Centre. Funded support

• Offshore Wind. Funded Support
MAS CORE SERVICES

ANY MANUFACTURER...ANY SIZE

• On site review to help identify needs / barriers to growth (No charge)
• Agree action plan (No charge)
• Help source support required (No charge)
• Provide matched funding for that support where appropriate (No charge)
MAS GRANT SUPPORT

• Up to £3,000 available for each company

• 50% matched by the company (i.e. You pay £3000 we pay £3000)

• Grants awarded during or following the on site review

• Grants are measured against return on investment based on business growth opportunities

• Simple application form, completed and approved by your local advisor – turnaround time within a week

• Repeat Projects in any financial year
  1\(^{st}\) Project – up to 50% subsidy
  2\(^{nd}\) Project – up to 40% subsidy
  3\(^{rd}\) Project – up to 30% subsidy
MAS SUPPORT SUMMARY

MAS STRATEGY

TO PLAN YOUR BUSINESS
- Developing a low carbon market strategy
- Manufacturing Strategy
- Business Strategy
- Sales Growth & Marketing Strategy
- Gross Margin & Overheads Analysis
- Quality (ISO 9001), Environmental (ISO 14001) & appropriate sector standards
- E-business strategy

MAS INNOVATES

TO DEVELOP YOUR NEW IDEAS
- Materials and Product Innovation
- Product Idea Generation
- Intellectual Property Review Audits
- Design for Manufacture and Assembly (DFMA)
- CAD CAM CAE (Computer Aided Engineering) & Rapid Prototyping
- Automation
- Product Conformance and Compliance
- Key Stage Review

MAS EFFICIENCY

HELPING YOU IMPROVE YOUR PROCESSES
- Helping you improve your processes
- Value Stream Mapping & Process Mapping
- Team Building
- Improving layouts, Space Utilisation & Cellular manufacturing
- Improving Quality & Delivery
- Improving Resource Efficiency
- Waste Reduction
- 5S & Visual Management
- Six Sigma & Quality Improvement
- Overall Equipment Effectiveness (OEE) and Single Minute Exchange of Dies (SMED)

MAS CONNECTS

HELPING YOU GROW YOUR SUPPLY CHAIN
- Working with Supply Chains
- Reviewing your Supply Chain Strategy
- Maximising Involvement in Existing Supply Chains
- Getting into New Supply Chains
- Bringing some or all of your Manufacturing back to the UK (reshoring)
NON - ELIGIBLE PROJECTS

- Capital purchases
- Sales lead generation, identifying selling agents (UK & Overseas)
- Advertising, PR, Marketing materials, Logos & Branding, Brand Management
- Intellectual property fees
- Open training courses, NVQ courses
- Anything that is a statutory requirement
- Preparing annual accounts, Tax and VAT consultancy

Every case decided on its merits
PRODUCT DEVELOPMENT CENTRE

• Support to develop new and existing products
• Up to **2 days of free support** from our dedicated team of experts advisors
• Grants to support **40% of external costs (average £4k)** associated with your product development
• Access to an exclusive ‘**Knowledge Hub**’, for linking with specialist expertise within universities, colleges and research centres
GROW: OFFSHORE WIND

THE OFFSHORE WIND OPPORTUNITY

• Manufacturing opportunity estimated to be up to £15bn UK market value

• A potential £50bn annual global export market with opportunities in Asia, Europe and the US

• A rapidly expanding industry that will create an estimated 30,000 jobs by 2021

• Scope to develop IP that is transferable to other renewable energy sectors
GROW: OFFSHORE WIND

Funding available for:

• **Tangible assets**: such as purchasing additional land, new buildings, plant, machinery and equipment

• **Intangible assets**: for example, securing patent rights and licenses

• **Employment costs**: investment needed to meet wage costs resulting directly from an offshore wind investment project\[1\]

• **Access up to 30 per cent of project costs, with a maximum total programme funding cap of £500,000.\[2\]

---

\[1\] Note: All funding must meet European Commission funding criteria. Applicants will be supported by their GROW:OffshoreWind advisor to understand relevant criteria.

\[2\] For SMEs in a limited number of European Commission designated Assisted Areas there is scope to fund up to 50 per cent of eligible project costs.

YOUR CALL TO ACTION

If you are a Manufacturer, or have Manufacturing Clients and have not worked with us before,

TALK TO US

If you have previously had our support, you may find there is a lot more now available, so please

TALK TO US AGAIN
HOW TO CONTACT US

National Helpline Number
0845 658 9600
Website: www.mymas.org
Twitter @mymas_mfg

Clive Turner
E: clive.turner@mymas.org
M: 07964 114541