Existing Business Support Opportunities

James Bosworth
Manufacturing Advisory Service
MANUFACTURING ADVISORY SERVICE
James Bosworth, MAS Advisor – Leicestershire
June 2014
THE MANUFACTURING ADVISORY SERVICE

• A national service to all manufacturing businesses in England from 1st January 2012

• Built upon the foundations of an established & successful service

• Single common delivery model
GEOGRAPHICAL

- National Helpline Number
  0845 658 9600
SCOPE & ELIGIBILITY  
(CHECKLIST)
• Available to both SME’s and LE’s (grant funding only for SME’s)  
• Residing in England  
• Must be manufacturer

• Those demonstrating a good fit with at least one over-arching objective :-}
CLIENT JOURNEY

Level 1 Enquiry Handling
Level 2 Manufacturing Review
Level 3 Best Practice Events and Self Help collateral
Level 4 Intervention
Grant supported project
Level 5 Active Referrals
Integrated Action Plan

Direct Calls
Email
Website
MAS Client Referrals
External Referrals

Improvement
HIGH LEVEL PROCESS

Business Development Activity – Direct from Manufacturer to advisor or helpline, referral from partner (e.g. UKTI), or from consultants.

Free On-site review of manufacturing business – determine SME status, understand current issues, record observations, develop action plan including project scope.

Manufacturer submits application form for grant funding to assist with delivery of identified / scoped projects. Selection of consultant form MAS Directory.

MAS allocates and confirms level and condition of grant funding (e.g. Time bound)

Project Delivery – MAS Advisor manages project to ensure on track

MAS Advisor collates project outputs and feedback from client. Another Project?

Manufacturer invited to invoice MAS for Grant funding
MANUFACTURING REVIEW – LEVEL 2

• Conducted by one of our Manufacturing Advisory Service advisor team

• Undertake a review of the manufacturing business

• Establish companies goals and objectives – the “current state” and desired “future state”
MANUFACTURING REVIEW – LEVEL 2

• Review the companies performance against parameters of
  – Strategy – Operations – Skills
  – Supply chain – Innovation and
  – Environmental impact

• Identify priorities and plan of action to achieve the future state

• Identify where MAS can directly
SUPPORT FOR IMPROVEMENT PROJECTS

- Improvement projects identified during the manufacturing review can be supported by a MAS Improvement Grant

- Eligibility

- Project Duration
WANT DOES MAS GRANT FUNDING COVER?

• Operational improvement
• Improving business systems
• In-House Training
• Intellectual Property Rights
• Business strategy and Marketing Plans
• Tooling
• e-Commerce strategy (not web)
GRANT GUIDELINES

• Between £300 and £3000

• Up to 50% of total project costs and up to £300 per day subsidy.

• Repeat Projects

• 1st Project in rolling 12 month period – up to
THE APPLICATION FORM

MAS Grant Application Foundation and Step Change

Section 1 - Applicant Details

- Name of Business
- Address
- Tel No
- Email
- Fax No
- Contact Name
- Position
- Number of employees
- Nature of business

Section 2 - SME Status

- Are you a Small to Medium-sized Enterprise (SME)?
  - Yes
  - No

An SME is defined as a business that has annual turnover not exceeding €20 million and/or annual balance sheet not exceeding €45 million and has fewer than 250 employees and does not have any shareholding in another SME.

Section 3 - Project Details & Objective

Part 3.1: Project Costs

- Title of project (Project)
- Project costs
- Anticipated cost
- Anticipated cost of project
- Greater cost of project (yes/no)

Grant assistance is available at a maximum of 50% of eligible cost for following: R&D, training, software purchase, community projects in any 12 month period from the date of your first application, up to a maximum of €10K per day.

Section 4 - Financial Information and Project Objectives

- Baseline year (actual project)
- This year
- Projected year (after project)

- No. of employees
- Turnover
- Total market share
- Net profit before tax & interest
- Depreciation and amortisation
- Gross value added

- Projected O&M costs - Projected year after project - Baseline year

- No. of staff employed
- No. of staff employed before project

Section 5 - Chosen supplier(s)

- Please attach a full system from each chosen supplier for the project

Supplier Details

- Name
- Address
- Telephone number
- Email address
- Supplier reference
- ISD number

Section 6 - Confirmation

- Confirm that you had a choice of supplier
  - Yes
  - No

Provided by MAS
### Section 4 - Financial Information and project objectives

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<tr>
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<th>Baseline Year (Before project)</th>
<th>This year</th>
<th>Projected year (After project)</th>
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<tbody>
<tr>
<td>Sales Turnover</td>
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<td>No. Employees</td>
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<tr>
<td>Total Payroll Costs</td>
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<td>Net Profit (before tax &amp; interest)</td>
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<tr>
<td>Depreciation and amortisation</td>
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<tr>
<td>Gross Value Added</td>
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</table>

Project GVA Increase = (Projected year (after project) – baseline year)

ROI Ratio = GVA increase/Grant Value

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<tr>
<th>Anticipated Business Impact</th>
<th>Number projected (year after project)</th>
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<tr>
<td>Number of jobs created</td>
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<tr>
<td>Number of jobs safeguarded</td>
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<td>Number of new apprentices engaged</td>
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GRANT OFFER

9 February 2012

Ms M

Dear

OFFER LETTER
MANUFACTURING ADVISORY SERVICE GRANT PROGRAMME
GRANT NO: MAS400396 EM

Further to your application for funding through the above programme, I am pleased to confirm the details of the grant that has been approved. Please read and familiarise yourself with the offer pack enclosed as it contains important information about claiming your grant.

The terms and conditions of this offer letter are set out in the application form which you signed on 19/02/2012. Please ensure that you have read and understood these before accepting this offer.

Grant Offer Reference: MAS400396 EM
Project Summary: Lean manufacturing project
Chosen Supplier:
Total Cost of Project (exc VAT): £4000.00
Grant Contributions: £2900.00
Company Contribution: £2000.00
Offer Expiry Date: 25 November 2012

Guidance

Your offer pack contains:

How to Claim your MAS Grant – You should note that a grant can only be claimed against expenditure which you have incurred after the date of this offer letter. Any expenditure incurred prior to this date will not be eligible for grant payment.

Sample Invoice – When claiming your grant from MAS, use this template as a guide when raising your invoice.

Claim Date – You must make your claim by the Offer Expiry Date as detailed on page 1 of this letter.

NB: Claims after this date will not be accepted.

Karen Coffey
Project Co-Ordinator
HOW TO ENGAGE

- James Bosworth
- 07920 563 811
- James.bosworth@mymas.org

- National Helpline
THANK YOU

• for manufacturers