



Building the competitiveness of Advanced Manufacturing and Engineering businesses across Cambridge and Peterborough

Advanced Manufacturing & Engineering is an important sector within Cambridgeshire & Peterborough, representing a large proportion of employment. Despite its relative strength, the wider manufacturing sector has been one of the hardest hit by current macro factors such as skills shortages, including lack of quality trainees and apprenticeships, price and availability of raw materials, supply chain disruptions, and rising costs. For the sector to grow into the future, it needs to be better connected to emerging opportunities.

In response to this, Growth Work's Growth Coaching service is promoting the **Advanced Manufacturing Product & Process Excellence Programme** to ensure that participating businesses are equipped to gain full benefit from their focused improvement projects and enhance their competitiveness.

Introducing APPEX: Advance Manufacturing Product & Process Excellence

The APPEX Programme helps Advanced Manufacturing & Engineering businesses improve their competitiveness in three ways:

1

Hands on external expertise and coaching to help you focus on executing an improvement project.

2

Sharing and learning best practices from your peers in non-compete Advanced Manufacturing businesses in the CPCA region.

3

12 months membership of the Smart Manufacturing Alliance (sma-uk.co.uk) for ongoing support and peer connections

I couldn't believe just how much extra capacity we had just by making a few simple changes. I don't need to buy new kit after all

Since we implemented built-in-quality our defects have dropped and I have eliminated overtime



Dr Chris Owen

Dr Chris Owen holds a master's degree in Manufacturing Business from the University of Cambridge, and brings a wealth of director level experience in manufacturing quality, process integrity in large volume manufacturing, new product design, operations and supply chain transformation, including with Perkins and Caterpillar.

Since making a few layout changes and organising our work in a different way we've improved efficiency, increased capacity, shortened lead times and now use our limited space much better – what's not to like

The programme, which is being run and managed by manufacturing expert Dr Chris Owen, kicks off with a top-to-tail evidence based assessment of your business, undertaken by Chris, with you and your leadership team.

External evaluation will give you an unbiased and honest view of your strengths, weaknesses, opportunities and benchmark performance.

Next you'll receive planning and support tools and work with Chris to select and develop your priority improvement project.

You'll join a cohort of like-minded manufacturers who are all on the same journey. You'll share progress on your improvement projects with each other during three group sessions, so that you all benefit.

You and your team will also benefit from three half-day coaching support sessions from Chris during project execution.

- **Groups of non-compete businesses will be selected to join the APPEX programme, to ensure the greatest benefit to all participants. (A group will comprise a minimum of eight/ maximum of twelve businesses).**
- **You are expected to give the programme full leadership commitment and the necessary resources to successfully complete your chosen project and participate fully in the peer sharing activities.**
- **If you are already a Growth Works client, express your interest in the APPEX programme [here](#). If you are not yet enrolled in Growth Works, it's easy to apply – just click [here](#) to get started.**
- **Growth Works offers revenue grants (on average £15k, 50% matched) to help you access the expertise and consultancy you need to unlock growth in your business. The fee to join APPEX is just one of the [many opportunities](#) for a Growth Works revenue grant.**

How will you benefit?

Key benefits you will receive:

- Independent external, evidence-based capability assessment of your business to identify your strengths, weaknesses, opportunities and benchmark performance.
- Planning and support tools to help you deliver your project
- Improved business performance in
 - Quality and defect elimination
 - Reduced costs
 - Delivery performance
 - Lead time reduction or improved agility
 - Improved capacity
 - Share and learn best practice from other local advanced manufacturers
- 1 year membership of the SMA

Your project can be in any of the following areas:

- Strategy and Business Planning
- Leadership and Management including Quality Management Systems e.g. ISO9001
- Information Management
- Supply Chain Management
- HR and Employee Engagement
- Manufacturing Engineering
- Manufacturing Operations/Production
- Product Design and Development
- Sales, Marketing and Customer Service

Interested in participating?

If you are interested in participating in our APPEX Programme, please fill in our [Expression of Interest form](#), and you will be contacted by Chris to find out more about your company and your situation.

Programme Fees:

3-9 employees - £2,550
(£1,275 with grant assistance) +VAT

10 - 49 employees - £3,925
(£1,963 with grant assistance) +VAT

50 - 249 employees - £4,575
(£2,288 with grant assistance) +VAT

Getting new products into production has always been a stressful nightmare: wrong drawings, late customer changes, short of material...the list goes on. Since setting out a more structured process things aren't perfect but they are getting a lot better



GET IN TOUCH

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WE LOOK FORWARD TO
WORKING WITH YOU!