



Nigel Jones
Contracts Manager
SWMAS Ltd

.... “A proven track record of securing funding from European, National and Local sources and delivering meaningful and tangible programmes of business support to manufacturers”...



Supporting
Manufacturing Companies
across the South West since 2002



European Union

European Regional
Development Fund



**DELIVERED
BY SWMAS**



mas

manufacturing advisory service

Now part of

mas

manufacturing advisory service

**BUSINESS
GROWTH
SERVICE**

Growth**Accelerator**



GROW: OFFSHORE WIND
Opportunities for manufacturers
in the offshore wind market

mas
manufacturing advisory service

F4N
Fit For Nuclear

SOUTH WEST
**GROWTH
FUND**



Local Manufacturing Advisory Programme

High Value Manufacturing Investment Programme



European Union
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Development Fund



SWMAS



Somerset
Chamber of
Commerce

Hinkley Supply Chain Programme



European Union
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SWMAS

3577



Jobs created

Supported the creation of 3577 jobs



Manufacturing reviews

Visited 3750 companies to identify priorities for growth

1448



Improvement projects

Delivered 1448 in-depth business improvement projects

8214



Workshop attendees

Upskilled 8214 people at manufacturing workshops and events

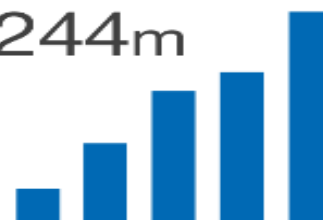
1000



Support Referrals

Made 1000 referrals to other support organisations

£244m



GVA created

Contributed £244m of Gross Value Added to the regional economy

£1.5m



Grants awarded

Awarded £1.5m of grants to ambitious companies

£2.5m



Private Sector Investment Unlocked

Enabled £2.5m of private sector spending on business improvement projects

99.5%



Customer satisfaction

Received an independently verified customer satisfaction score of 99.5%

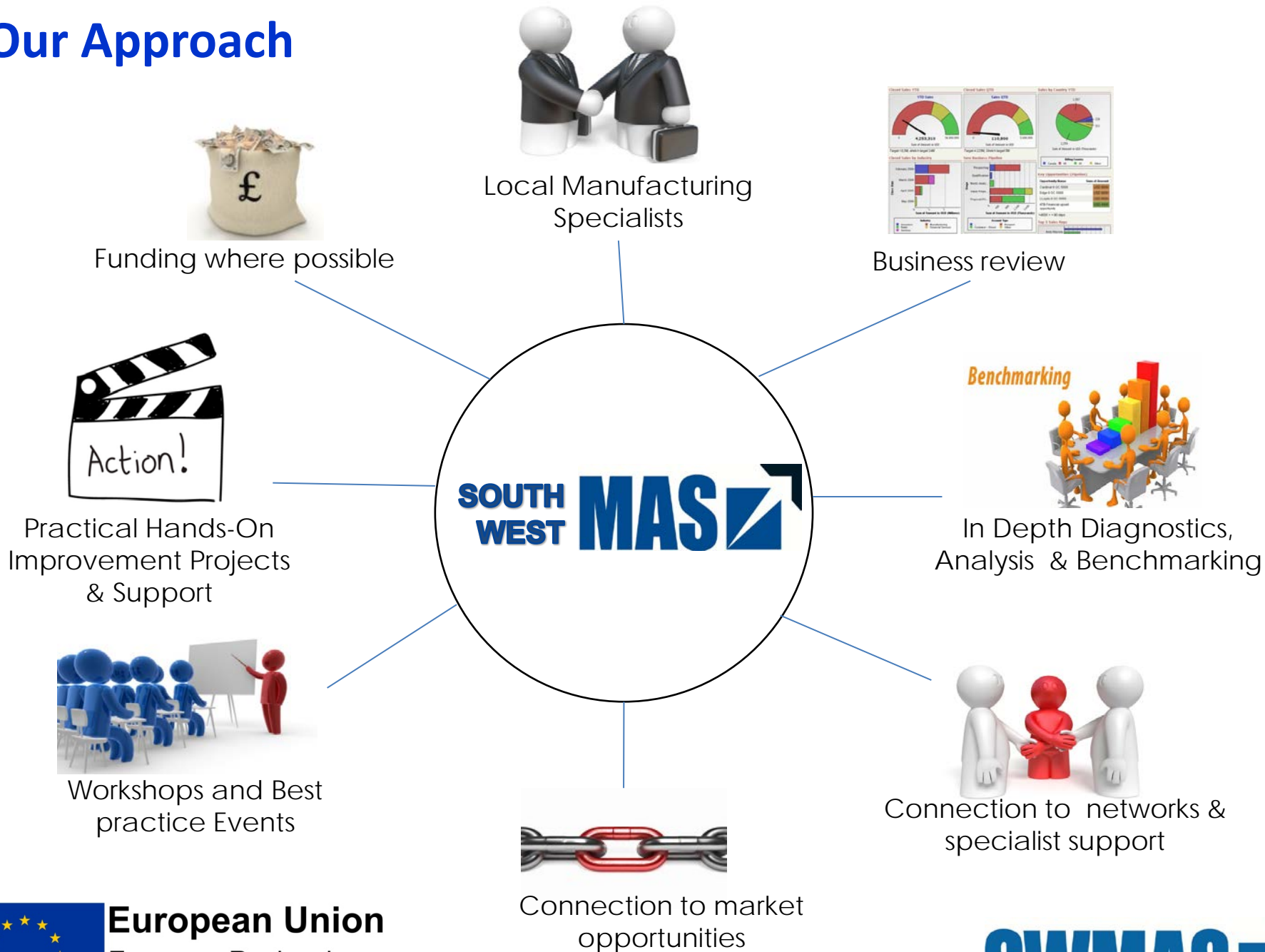


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Our Approach



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Local Manufacturing Advisory Programme (LMAP)

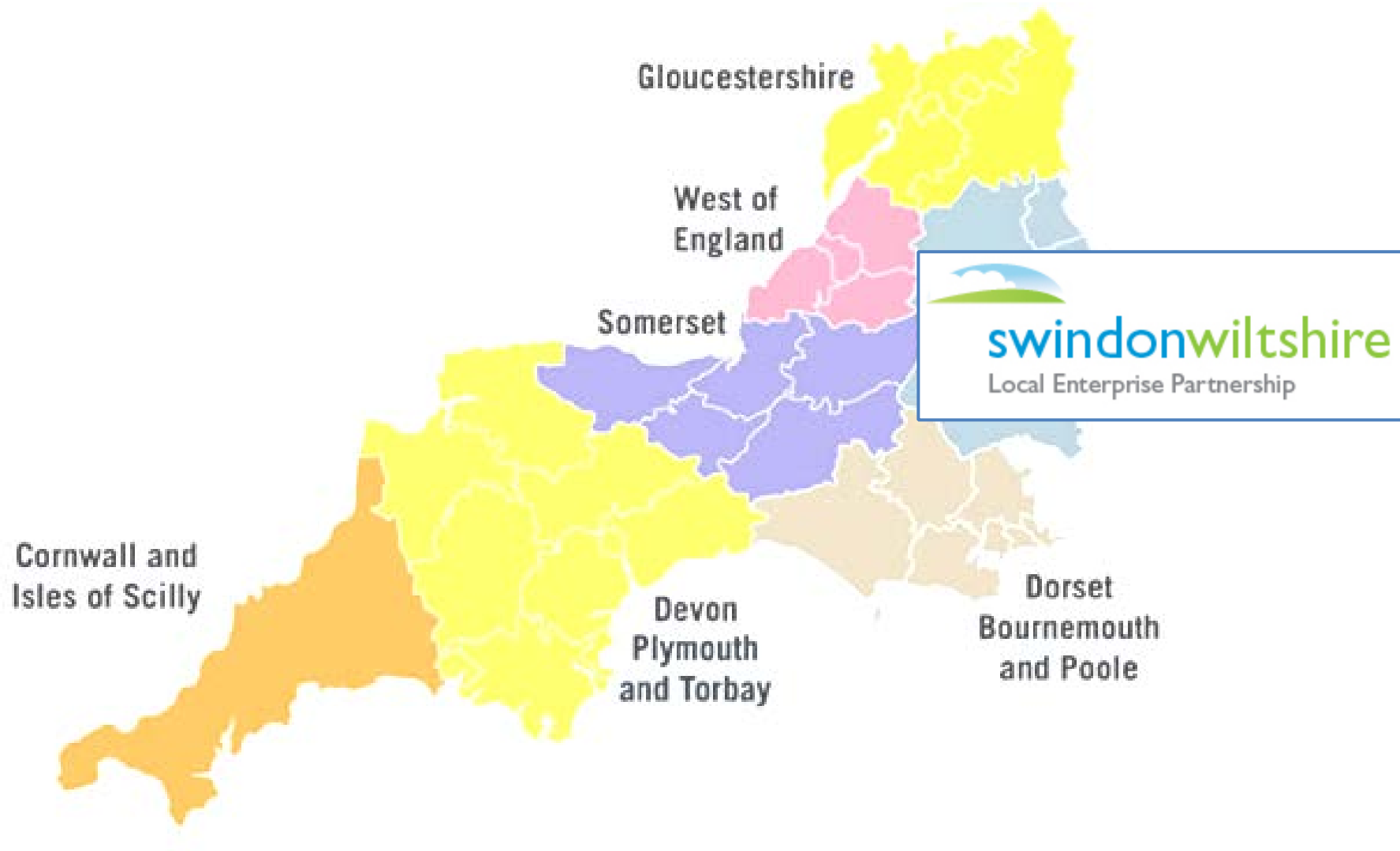


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Local Manufacturing Advisory Programme (LMAP)



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Local Manufacturing Advisory Programme (LMAP)

A 3 year ERDF funded business support service delivered across the six LEP areas in the South West of England by SWMAS Ltd.

Employing experienced Manufacturing Specialists to provide advice and support to SME manufacturers across the South West. Support available includes:

A free on-site business review and diagnostic

Business Strategy / Operational Efficiency / Productivity

New Product Development

Supply chain engagement

Free workshops and events

Funding for consultancy and capital investment

Local Manufacturing Advisory Programme (LMAP)

For eligible business in Swindon & Wiltshire there is a typical grant of £2,500 toward Capital equipment purchases or consultancy support. Typical total project spend £10K.

To be eligible you have to be a trading manufacturing SME business in the South West.

A SWMAS Manufacturing Specialist will conduct a manufacturing review to help the business assess potential improvements and opportunities for support.

The SWMAS Manufacturing Specialist will guide the business through the grant application process.

The grant is claimed once the project has been completed and paid-up by the business.

Funded support from SWMAS using LMAP

Who are Anti-Vibration Methods:

Specialists in the manufacture and supply of anti-vibration mounts, vibration isolation and shock absorption products.

Reasons for needing the grant:

To increase operation and delivery efficiency

To become more competitive across a wider field of products

Retain repeat contracts

Improve quality to maintain current business levels

Outcomes:

Positioned to win a large long-term contract with a global defence equipment brand. Larger capacity of the shotblaster improves competitiveness and increases range of products

Common bottleneck tackled.

Process improvement means more competitive quotes for customers Lapsed customers to be contacted with updated quotes Improved air quality used in operations increasing customer retention rates.

Grant purchase:

Shot blasting facility and new compressor

“We have also had the benefit of growing our network through SWMAS.

The Manufacturing Specialist was not afraid to give us some hard truths and strong advice, which is what you need in the often solitary world of being a business owner”

**– Daniel Lawes, Managing Director,
Anti-Vibration Methods**



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“ We have a long-standing relationship with SWMAS, dating back to 2003 and they are always our first port of call when looking for information on the latest business advice and support. The LMAP process from start to finish was straightforward and the team at SWMAS were great at being on hand to guide us through each step. ”

**Jonathan Littlewood, Managing Director,
Price Western Leather**

“ Installing the new machinery has allowed us to be much more customer focused, giving our customers the confidence that we can provide them with their exact requirements. The whole grant process really couldn't have been simpler and SWMAS were fantastic at providing the guidance we needed throughout – we have managed to buy machinery at a lower cost to the business thanks to the programme. Now we have this machinery and can offer machine-readable part marking, we can focus our energies on winning more work and more clients! ”

**Gary White, Sales & Engineering
Director, Fowlers of Bristol (Engineers)
Ltd**



“ The support I have received from SWMAS, which has helped me equip the unit has changed the way in which I do things considerably, for the better. I have also managed to bring on a team of 5 people to work at the unit alongside me, who have all embraced the family heritage, which is so important to the brand. Moving the production away from my home kitchen has also given me a much better work/life balance. ”

Bini Ludlow, Founder, Bini Fine Foods



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Accessing Support from SWMAS

If you are a manufacturer in the South west and your desire is to grow your business please get in touch with one of our Manufacturing Specialists.

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Thank You



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