

**Solutions
for Business**

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Routemap to **Success**

Now is the time to look forward

The value of a strong manufacturing sector contributes to the growth and success of the South West and the economy of the nation. Whilst the road ahead is not entirely clear or without challenges, it is vital that you know where your manufacturing business is going and more importantly how you aim to get there.



“Great to know MAS-SW is standing behind manufacturing in the UK.”

John Gilmour, managing director, Apex Cylinders

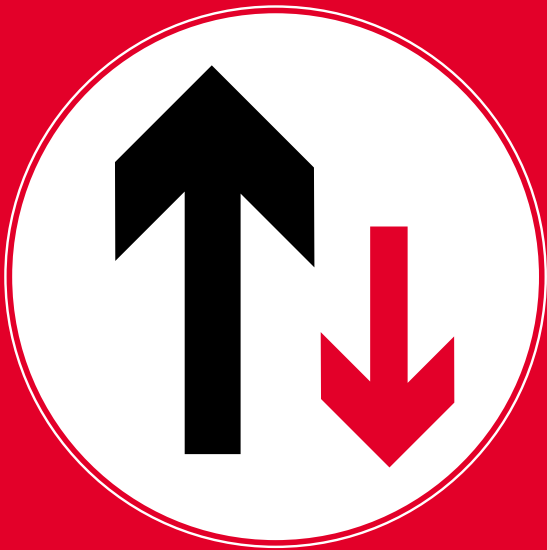
MAS-SW is here to help you look forward

Now is definitely the time to review:

- > **adding value to new and existing customers**
- > **current and future business capability and capacity**
- > **opportunities for growth.**

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south west
mas
The manufacturing advisory service



Business as Usual

If your company is focused on preservation, there are measures you can take now to ensure your business is efficient and competitive.

Lean Towards the Future Cut costs and release cash

Lean manufacturing is proven to cut down on waste, reduce production lead time, improve stock levels to free up vital cash flow and reduce exposure to debts. Now could be the perfect time to ensure your company is competitive. If your company is focused on business as usual, there are measures you can take to ensure your company is doing everything it can to minimise costs and improve efficiency whilst maintaining the quality of your products.

- > **Are you aware of the true cost of overheads?**
- > **Are your people, processes and machines working as efficiently as they can?**
- > **Do you know where the value is in your business?**

MAS-SW offers a FREE on-site review to manufacturing companies* based within the South West which is delivered by experienced manufacturing specialists with a wealth of knowledge and hands-on experience. This Lean Review will help to identify current challenges, define the key areas for improvement and provide an outline action plan with anticipated bottom line benefits.

Does your business need to:

- > **Retain customers?**
- > **Reduce costs + release cash?**
- > **Review your processes?**
- > **Be more cost efficient**

“We are witnessing a much improved flow of work and newfound confidence in our ‘workforce—plus our profit’ is up. The improvements we’ve already seen will enable us to become more competitive with future contracts.”

Peter Bennet, managing director, Groveley Engineering Precision Ltd, Dorset



Above: Stuart Leaper, operations manager Groveley Engineering Precision Ltd with Adam Smith and Jeremy Hale, team leaders with Nigel Jones MAS-SW manufacturing specialist

Save around 20 per cent of costs without additional capital expenditure.

With a dedicated team of specialists working across the region, MAS-SW will work with you to:

- > Identify and prioritise opportunities in your business
- > Develop your staff to implement and influence improvements identified
- > Monitor and measure outcomes and benefits to your business



Planning to Grow

If your company is in a period of growth or seeking to expand, you may wish to take advantage of emerging markets and opportunities e.g. environmental goods and / or the low carbon initiatives. You need to ensure that your business plan is both realistic and achievable.



Strategic Management Programme

The Strategic Management Programme (SMP) is designed to deliver improved awareness and decision making by engaging with the management team within a manufacturing business. It aims to ensure that the company is best placed to benefit from future technological advances, demand and opportunities.

The SMP, available to manufacturers*, will help a business to read opportunities in terms of risk and exposure. Through a series of what if projections and scenario planning, it we can help devise a practical business growth strategy together with an achievable action plan.



Above: Ruth Cooke, managing director GWP Packaging

Refocus your business

“MAS-SW brings a level of objectivity to our strategy development which is very difficult to achieve within your own business team. The wealth of operational experience from the MAS-SW team, the structure and the process of the strategic review has enabled GWP to formulate and cement a clear strategic plan for the future development of our business.”

GWP Group Ltd

“Prior to the MAS-SW Strategic Management Programme (SMP), we were discouraged and felt completely on our own. The SMP gave us a new vision for the company and was really motivating. What’s more, as we’ve begun implementing the business plan, we have been able to get practical advice from MAS-SW when we’ve had questions or faced new challenges.” **Julie Nagle**, Director of T M Safety Signs, Taunton

Who are MAS-SW?

MAS-SW continues to work closely with manufacturers in the region to help improve productivity and competitiveness. It was set up in 2002 to assist manufacturing businesses in the South West generate wealth and employment for the local economy.

Much of this support is either free or subsidised. It is combined with regional events plus provides access to a manufacturing helpline. MAS-SW has become an invaluable lifeline for manufacturers in the region wanting to remain competitive and succeed nationally or globally by increasing the quality, cost and deliver of their goods and associated services.

The five main levels of service that MAS-SW provides are:

- > Advice and information
- > A free on-site review
- > Training and networking events
- > In-depth consultancy support
- > Signposting and referral

We help businesses to maximise opportunities, think in new ways and look at new options.

Don't delay, act now.

Contact:

Telephone: 0845 608 3838

info@swmas.co.uk

www.mas.bis.gov.uk/south-west



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Above: Chris and Julie Nagle directors, T M Safety Signs

Key Achievements

MAS-SW has recently celebrated its seventh anniversary and in the South West it has achieved a huge amount since its launch:

- > Advice, information and support to more than 2,000 organisations bringing over £60 million in process improvements including:
 - > £17m on productivity improvements
 - > £5m increase in overall equipment effectiveness (OEE)
 - > £8m on delivery improvements
 - > £3m on scrap reductions
 - > £8m increased stock turnover
 - > £2m on space utilisation

* See website for details:

www.mas.bis.gov.uk/south-west search for “eligibility criteria”

If you would like this information in another format please call us on 0845 608 3838.