

CKMA AGM 2023 Agenda

- Welcome: Neil Kendall CKMA Chair
- Manufacturing in the West Yorkshire region: Jane Scullion, Leader of Calderdale Council
- Growth Through Innovation: Andy Taylor/Kevin Hallas, Innovate UK EDGE
- Identifying Innovation Opportunities: Paul Molloy, Fluere
- Round table activity: All
- AGM
- Networking

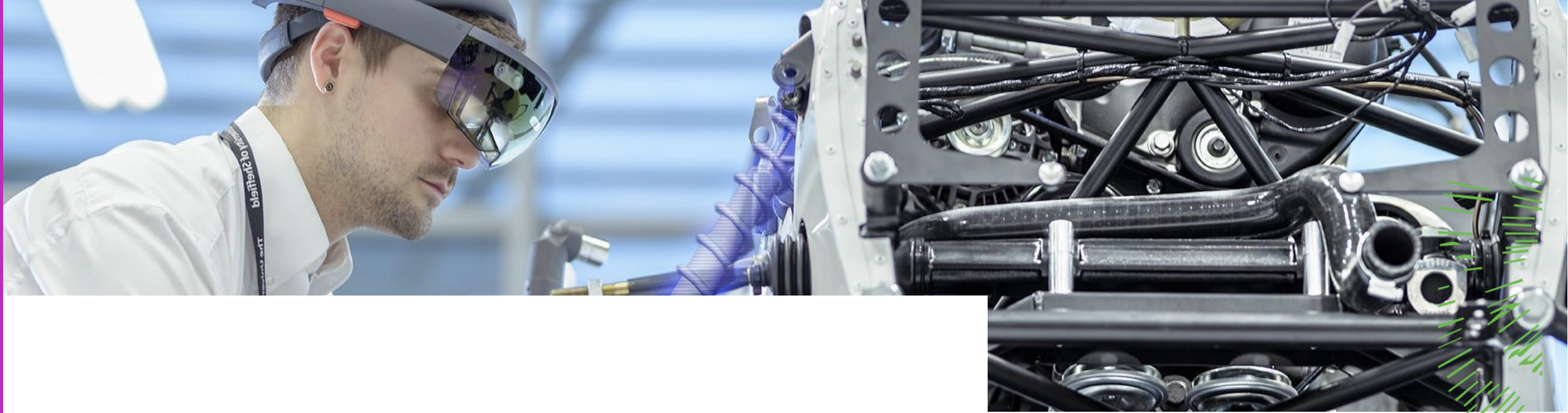


Manufacturing in West Yorkshire

Jane Scullion

Leader of Calderdale Council





Growth through Innovation

Kevin Hallas & Andy Taylor
Innovation & Growth Specialists
Innovate UK EDGE



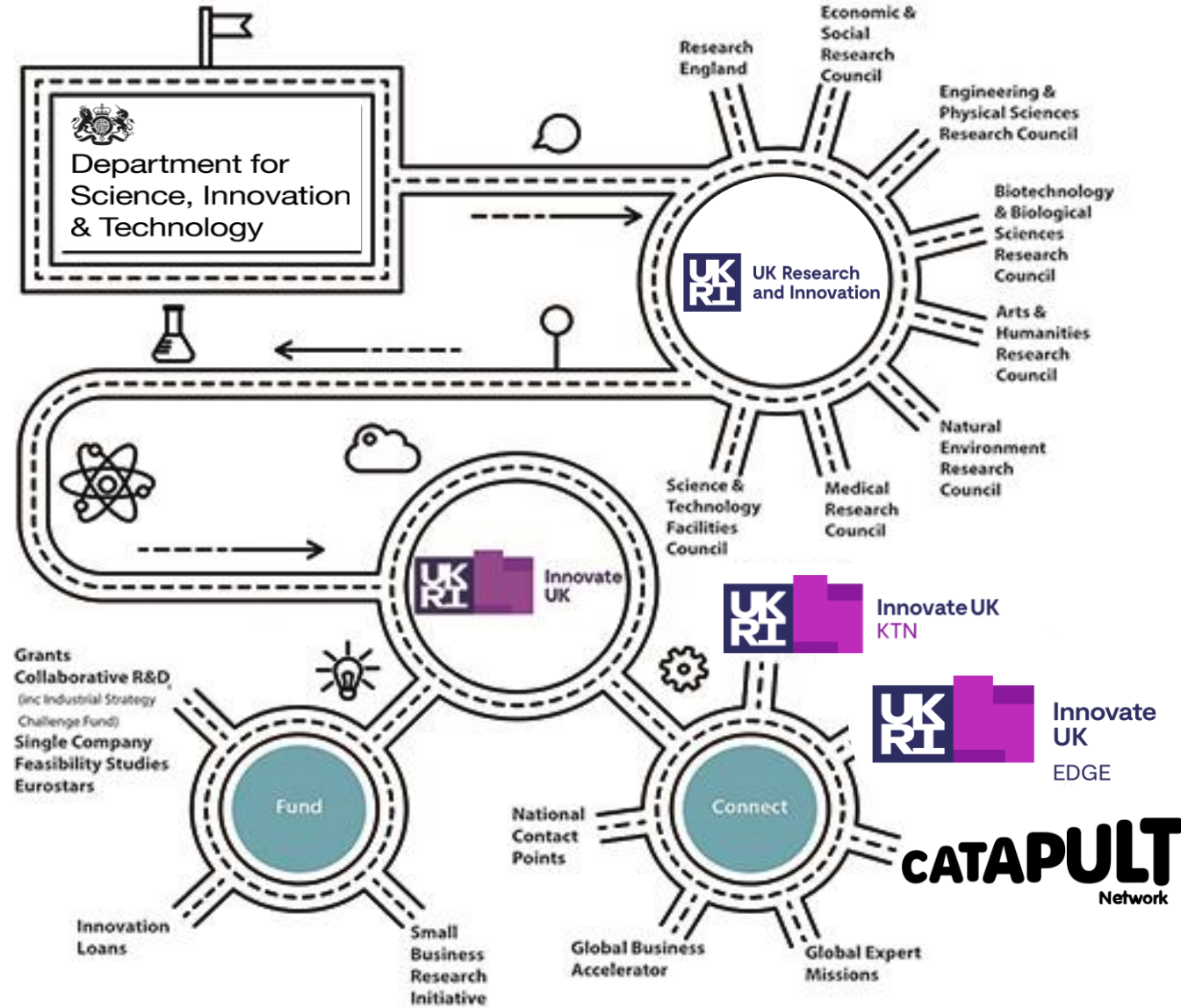
Innovate UK

INSPIRE | INVOLVE | INVEST

- We support **business-led innovation** in **all sectors, technologies** and **UK regions**
- We help businesses **grow** through the **development and commercialisation** of new **products, processes and services** supported by an outstanding innovation ecosystem



The Innovate UK Ecosystem



Introducing Innovate UK EDGE

We enable ambitious innovative businesses, with strong commercial potential to significantly improve the UK economy, to accelerate their growth and achieve scale.



**Exploit and
manage business
innovation**



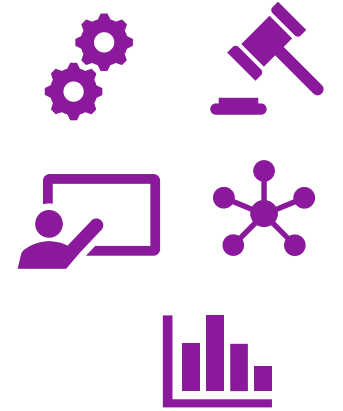
**Source funding
and finance**



Enter new markets

Exploiting Innovation

Innovation Management



- Strategic planning
- Commercialisation strategies
- Value proposition development
- Business Model Innovation
- Net Zero
- Intellectual Property
- Strategic partnering
- Sales and marketing strategy
- Routes to market
- Succession planning
- Technology roadmapping

Sourcing Finance

Broad ranging support tailored to client needs:

- Defining funding and finance needs
- Grant Finance
- Debt Finance
- Equity Finance
- **Invest-ability** and **Pitch Panels**



RTO / Catapult Grant Support

Up to £15,000 grants available for :

- Sector specific advice and technical expertise,
- Testing and/or development work,
- Market analysis, cost modelling etc.,
- Identifying opportunities for R&D, partnership building, collaboration, and more
- Max. project cost is £24,999

Applicants must be receiving High Growth EDGE coaching with action plan in place.



The Catapult Network

9 Areas of Speciality:

Cell and Gene Therapy

Digital

Connected Places

Compound Semiconductor Applications

Energy Systems

Medicines Discovery

Offshore Renewable Energy

Satellite Applications

High Value Manufacturing

Advanced Manufacturing Research Centre (AMRC)

CPI

Manufacturing Technology Centre (MTC)

National Composites Centre (NCC)

National Manufacturing Institute Scotland (NMIS)

Nuclear AMRC

WMG

<https://hvm.catapult.org.uk/who-we-are/our-centres/>



Enter New Markets

Our specialists offer innovative SMEs several ways to build their knowledge of, and exploit opportunities in, key overseas markets – including supported immersion in specific international markets through our targeted programmes.



Global Business Innovation Programme

- Market and sector focused programme to facilitate overseas partnerships and collaborations

Global Incubator Programme

- An acceleration programme for innovative businesses to work with world-leading overseas incubators

Attend brokerage events

- Research, technology and business opportunities via our partnering database

Explore New Markets

- Find partners in new markets. Position your business in future value chains, systems and supply chains

AUS's strategic Innovate UK support

- Knowledge Transfer Partnerships x 4
- Small Business Research Initiative (SBRI)
 - Network Rail “First of a Kind” (FOAK)
- Smart Grant
- Innovate UK EDGE – High Growth Support
- Innovate UK EDGE – Scale-up

Knowledge Transfer Partnerships

- Partnership between Business & University
- Matter of strategic importance
- Associate recruited, based in business, on Uni payroll
- Innovate UK contributes 50-70%
 - But university element is costly, business pays circa salary of associate
- Good for internal or external focused projects
 - Technical or management focus
- Associate typically joins company at end of project

Small Business Research Initiative

- SBRI: 100% Funding
- Extension to public sector supply chains
 - “Procure” innovation project, typically in two phases
 - Often Healthcare, Infrastructure, etc
 - You propose the project...
- e.g. Network Rail “First of a Kind” (FOAK)
 - Addressing strategic needs of... *Network Rail*
- Adoption is accelerated (*in theory*)



Defence and Security
Accelerator

Dr Clare Green

Innovation Partner:
Yorkshire and the Humber
cjgreen@dasa.mod.gov.uk

How to contact us:

Visit www.gov.uk/dasa and click 'Get in touch with DASA'

Submit an 'Contact DASA' form

Attend regional outreach events

Follow us on social media



accelerator@dstl.gov.uk



01980 950000 option 3



www.gov.uk/dasa



@DASAccelerator



Defence and Security
Accelerator



DASA East of England





DEFENCE AND SECURITY ACCELERATOR (DASA)

INNOVATION FOR A SAFER FUTURE



What we do

DASA finds and funds exploitable innovation to support UK defence and security quickly and effectively, and supports UK prosperity.

We help small and medium-sized enterprises to reach the marketplace quicker, and help larger companies to enhance their offerings. We unlock innovation potential by offering a unique set of benefits to innovators:

- We do not take any of the Innovators' Intellectual Property or equity
- We provide 100% funding for most open and themed competitions
- We can provide access to unparalleled expert government advice

Engagement with DASA helps you

- Understand the viability of an innovative idea
- Discover the potential wider government application
- Investigate commercial exploitation opportunities
- Explore collaboration prospects
- Access front line users and decision makers across government

Applying for funding

We fund innovation through four main mechanisms:

Open Call for Innovation – Any innovation relevant to defence and innovation focus areas for security.

Themed Calls – Innovation that meets the needs of specific government areas of interest.

Defence Technology Exploitation Programme – For UK SME projects aligned to MOD Enduring Capability Challenges. 50% match funding. Higher Tier Supplier contributes time and resources to work with Lower Tier Supplier.

Defence Innovation Loans – Encourages UK SMEs to move towards commercialisation through later stage R&D.

Smart Grants (& others)

- R&D Funding for “Game Changing” innovations
 - Can be single or collaborative
 - 70% / 60% / 50% depending on headcount
 - Needs to have a path to commercialization
 - Competitive but... not a lottery... if it's not Game Changing you won't win!
- Launchpad: health technology, West Yorkshire – open now

Analysis for Innovators (A4I) Round 12

- To resolve productivity and competitiveness issues by working with top scientists and research facilities.
- You pose the question, don't need to know who can answer
- Opened:
13 November 2023
- Closes:
3 January 2024

Questions?



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@weareinnovateuk



Identifying innovation opportunities

through a process improvement approach

15/11/2023

What is innovation?



Innovation is the creation and implementation of a new idea

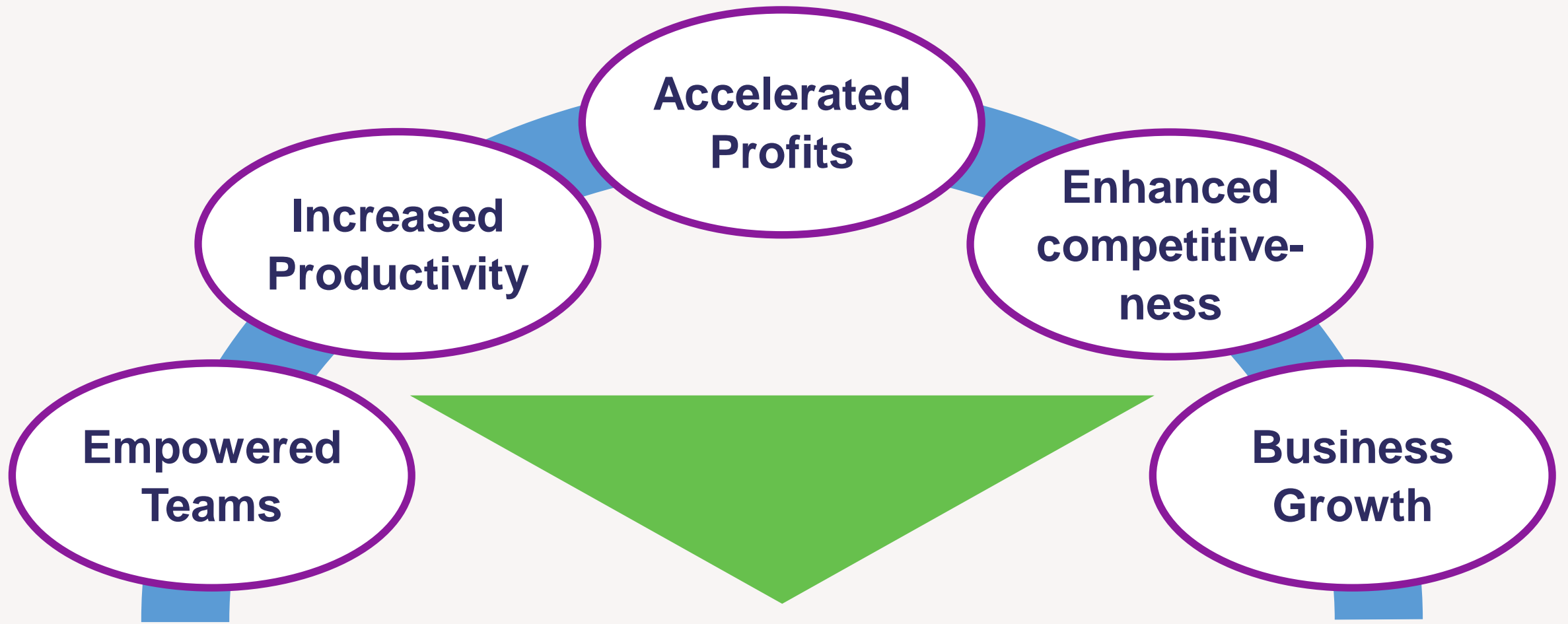
While innovation often involves creating something new, it can also involve significant improvements to existing concepts or practices

Therefore, the idea and its implementation needs to be new to you or your business (not, necessarily new to the rest of the world)

The key is that innovation brings value, whether through new creations or enhancements to existing ones

Why innovate?

**Would you like to
increase your factory
performance?**



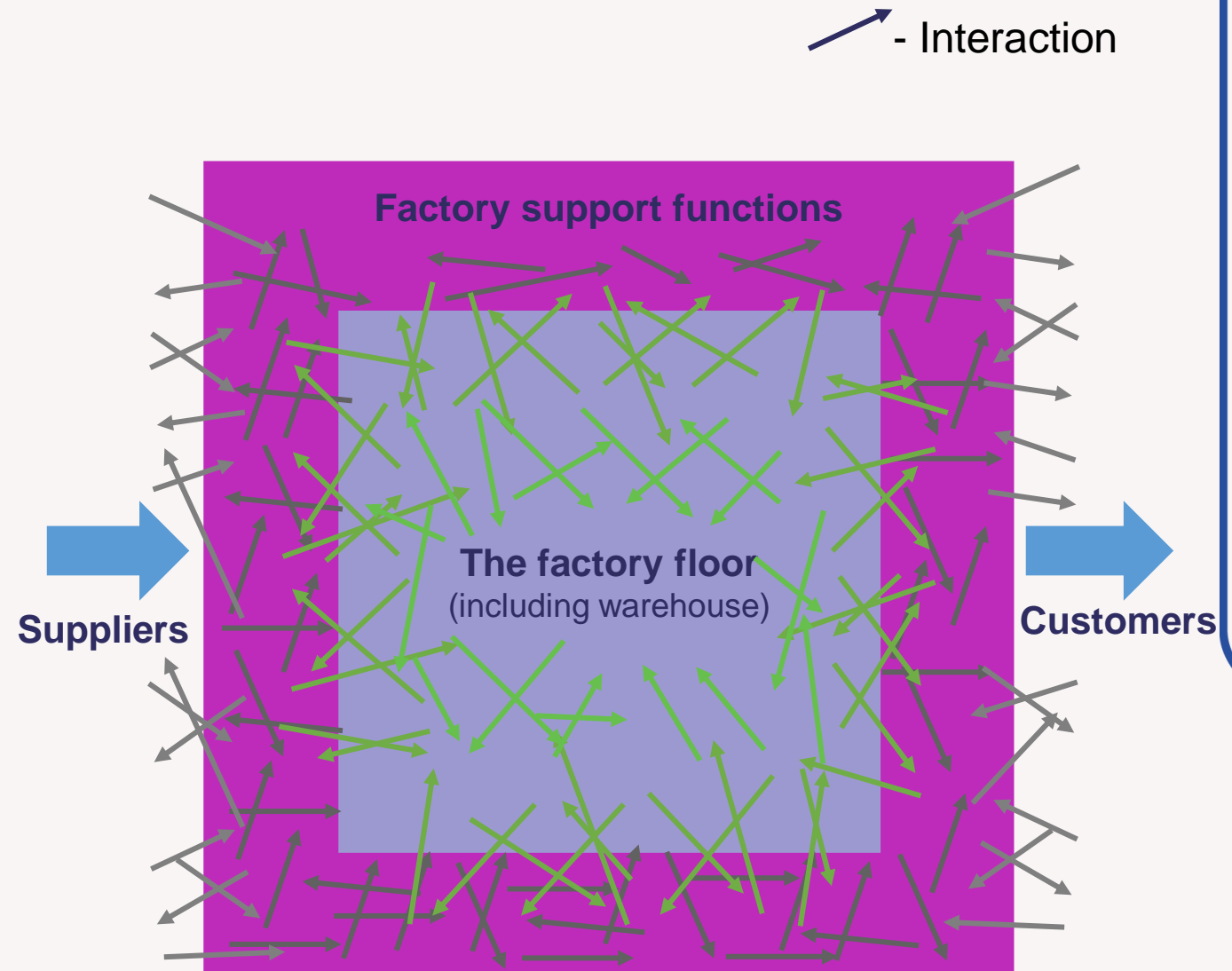
Impacts from creating a high-performing factory

How difficult can it be?

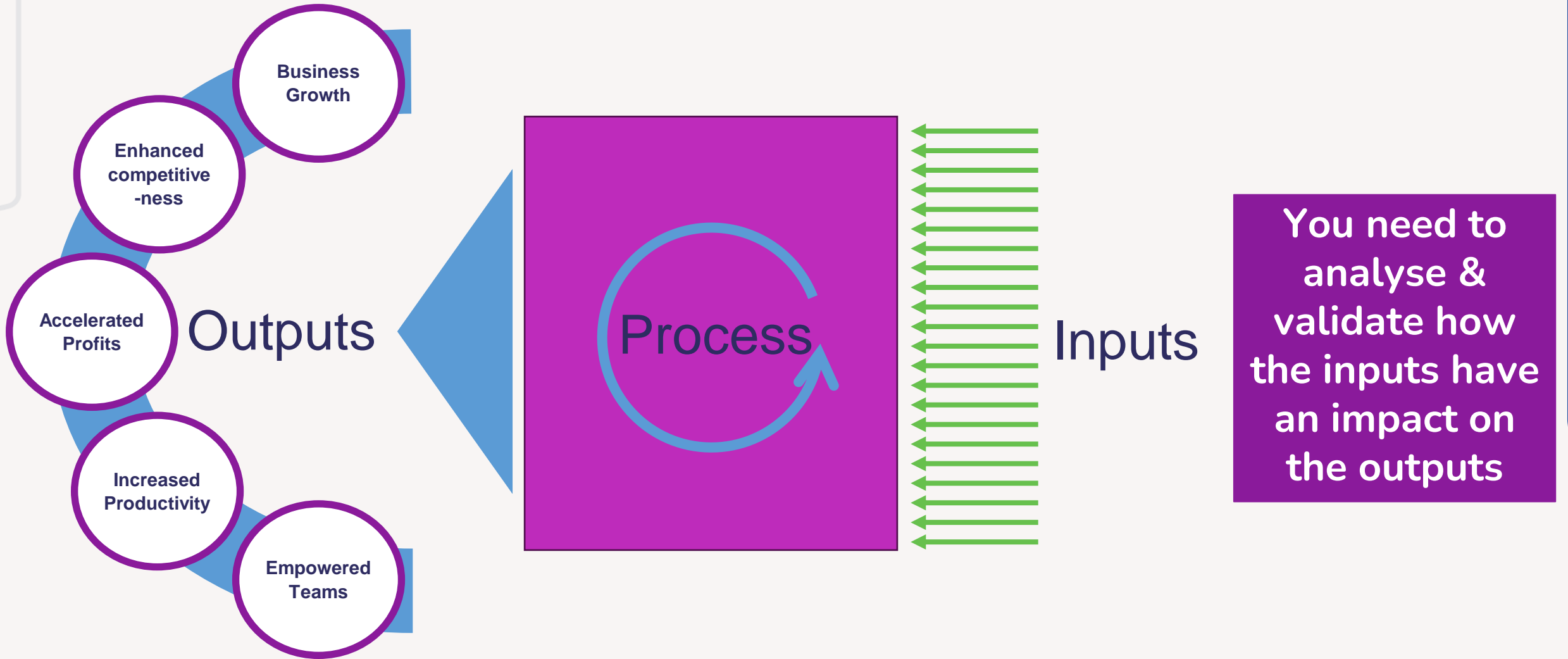
Can you deliver right-first-time and on-time products whilst achieving **high productivity** and **high profits**?

To create a high-performing business, you need to.....

Reveal the hidden factory!

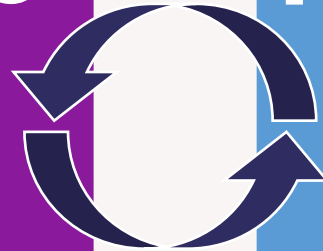


The relationship between inputs and outputs



Innovation and process improvement

How can innovation help to increase your factory performance?



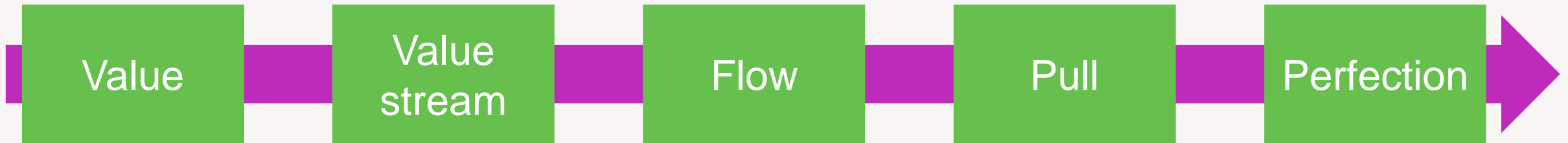
Process improvement!
How can a process improvement approach help to realise innovation opportunities?

Process improvement

Six sigma



Lean



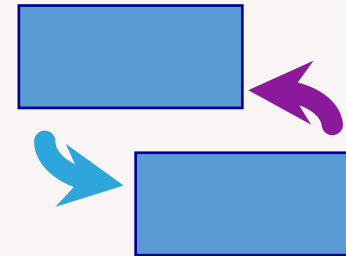
Examples of process improvement innovations

Line balancing



- Examples of increasing productivity from at least **25%** up to **100%**
- Reduced lead time by **30%**

Kanban system



- Removed **25%** of I.T. system
- Increased on-time delivery by **30%**
- Reduced lead time up to **80%**

Plan For Every Part

Plan **F**or **E**very
Part

- Reduce inventory from **£1.4m** to **£650k**
- Reduce shortages
- Power BI application

Carbon fibre factory



- Commercialising a brand-new way to manufacture carbon fibre products in a **10th** of the time

Master production schedule



- Increased monthly revenue from **£2.1m** to **£3**

Design for manufacture

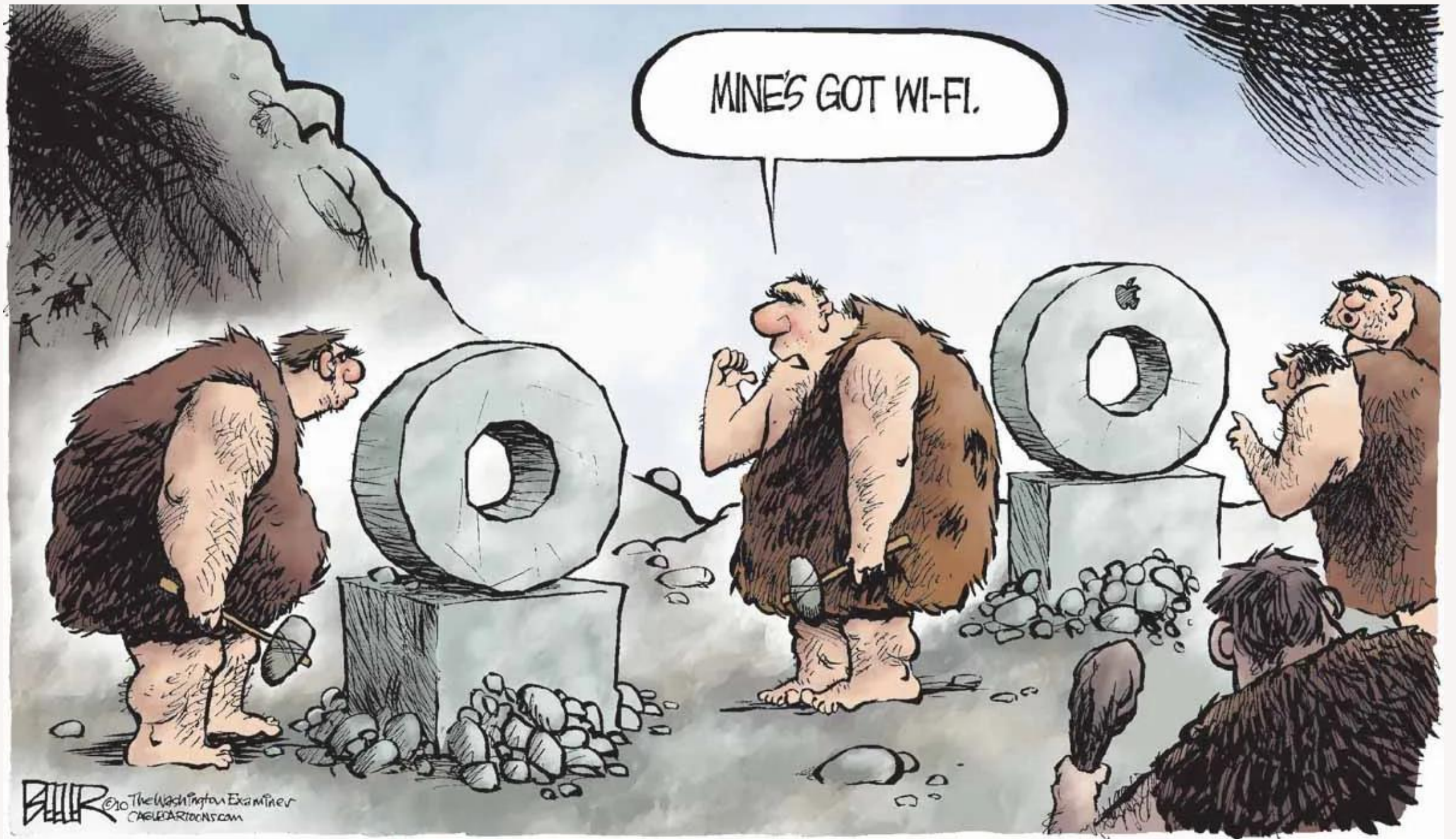


- Machine tool rationalisation reduced m/c set-up by **50%**
- Increased design team productivity by **30%**

Seize the opportunities,
Do the right thing!

Innovate & tailor solutions,
Do things right!





Q&A

Growth Through Innovation

- What are the most significant commercial / economic challenges facing your business?
 - Could you address these challenges through innovation-led growth, by developing new products/services?
 - Could you address these challenges by innovating the manufacturing & business processes?



Annual Report 2023



2023



- Strategic planning
- Make it In Manufacturing & Skills
- Membership and management
- Events Programme
- Strategic Relationship Building
- Communications
- Constitution

Financial Statements

CKMA FINANCIAL STATEMENT for 1st Jan to 31st Dec	2023 ***	2022	2021
Bank balance 31st December end last year	£7,555	£19,344	£25,490
INCOME			
Member subscriptions	£10,539	£4,737	£5,147
89 2023 @ 31/10/23 - headline £120			
78 total paying members 2022 - headline £60			
86 total paying members 2021			
Sponsorship - general		£148	£4,293
MiiM sponsorship	£250	£7,736	£10,000
MiiM sponsorship, paid direct - room hire & prizes		£4,072	
AGM sponsorship	£500	£502	
Sponsors 2023 - 19 @ headline £300	£5,843		
Other sponsorship	£7,000		
Total Income	£24,132	£17,194	£19,440
EXPENSES			
Administration: Philippa Coultish Management	£15,263	£15,782	£14,362
Web Hosting / Annual Accounts	£417	£657	£725
MiiM website, prizes etc	£3,951	£6,761	£10,200
MiiM sponsorship, paid direct - room hire & prizes		£4,072	
AGM & Member Meeting costs	£1,492	£1,712	
Training			£300
WYMS event	£1,500		
C & K Careers event	£970		
Total Expenditure	£23,593	£28,984	£25,586
Profit / Loss	£539	-£11,789	-£6,146
Bank balance 31st December end of year	£8,094	£7,555	£19,344

