

A Provider's perspective.....

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Our Unique Heritage



Society of Motor Manufacturers & Traders (SMMT)
Established 1902



Industry Forum (IF)
Established 1994



SMMT Oversight Approved Training Provider
Appointed 1999



Diversified into other sectors



Global Client Portfolio
Since 2003



JIPM TPM Excellence Awards Agency
Appointed 2007



Industry Forum
Business Excellence Through Inspired People

High Inspired People

Practical Solutions



Total Productive Maintenance
Value Stream Transformation
New Product Introduction
New Facility Introduction
Supply Chain Solutions
Logistics Optimisation
Six Sigma
Management Systems

Learning & Development



Total Productive Maintenance
Value Stream Transformation
New Product Introduction
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Supply Chain Solutions
Logistics Optimisation
Six Sigma
Management Systems
Leadership Development
Effective Organisational Structures
Policy Deployment
Daily Operations Management
Operational Leadership Skills
Coaching

Audit & Assessment



Business Health Check
TPM Excellence Awards
Global Best Practice Sharing
Supply Chain Diagnostics
Logistics Diagnostics



When & why did we join?

- Joined in 2011
- Automotive is a vital sector
- Only funding available to SMEs requesting our support
- Clear process flow from engagement to payment
- Subject matter expertise – recognised & respected

Story so far....

| Company | Project | Contract value |
|------------------------------|------------------------------------|----------------|
| Leyland Trucks | Business Improvement programme | £15,000 |
| ENER-G | Capacity increase | £20,500 |
| Electron Technical Solutions | Capacity increase | £22,000 |
| ELE Advanced Technologies | MasterClass & Value Stream Mapping | £23,000 |

- Supported ENER-G with the BE networking event held on their premises.

Lessons learnt.....

- It's a straight forward process – so don't fight it!
- Be realistic in which proposals you bid for – it is not a weakness to 'pass' on a mini-tender when you receive it.
- Stick to the point in your proposal – don't waffle.
- Be aware of the paperwork/evidence that has to be completed – remember original signatures.
- If you are unsuccessful, please take note of the feedback.

Questions & Answers

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