

Business  
**Excellence**  
Programme



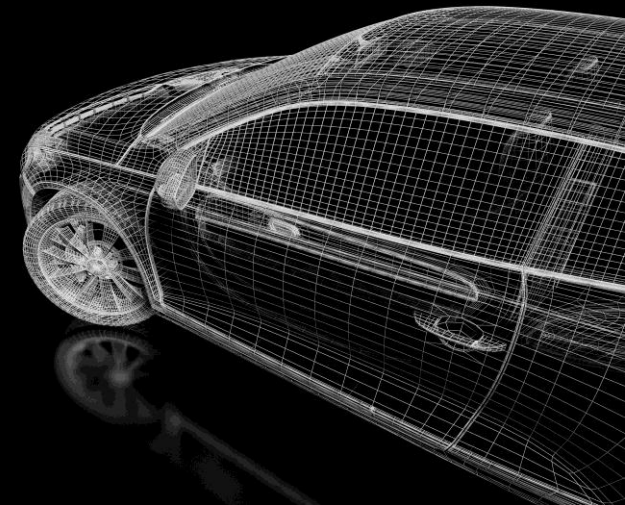
Presented by  
**Dr Martin Andrews MCM**  
Project Manager



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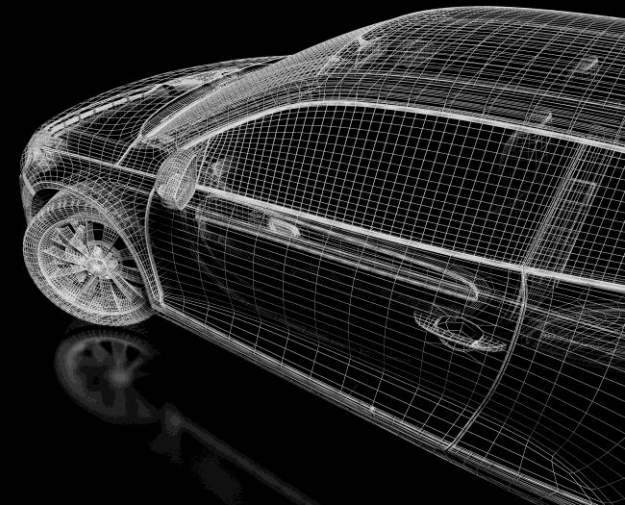
# Workshop Aim

- Consultants will have the information to enable them to make a decision, as to whether or not they want to be providers.
- Companies and public sector will have an increased understanding of the programme, the extension and the processes involved with accessing funding.



# Outline

- The Programme and Extension
- The Sector, Targets and Budgets
- Mentoring and Technical Support – the Process



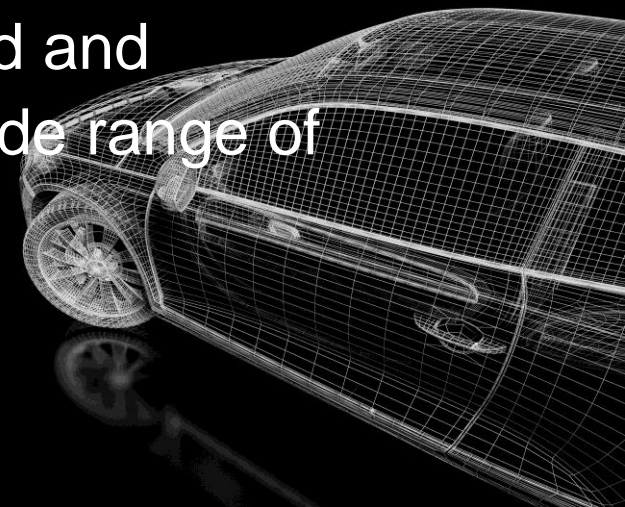
# Our aim:

- To improve business practices, sustainability, competitiveness and the profitability of the automotive sector through Business Excellence.



# Programme

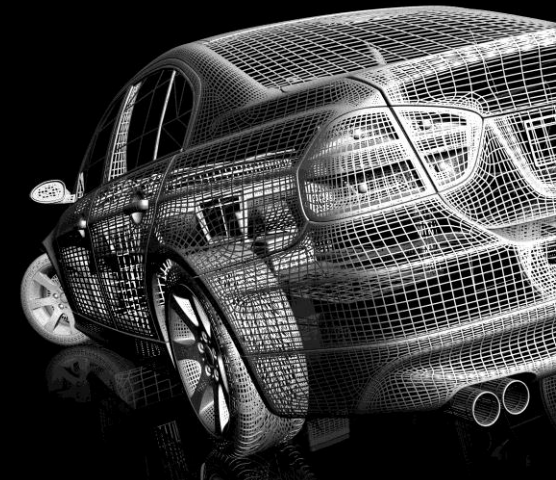
- The only automotive specific funded programme in the region (NWDA 12%, ERDF 50% and private sector 38%)
- Current programme value: £1.1 million (Dec 2009 to June 2013), supporting 65 companies (46 SMEs).
- Proposed extension value: £1.65 million (to June 2015), supporting 116 companies (86 SMEs).
- The support is flexible, free or subsidised and accommodates the requirements of a wide range of projects





# Project Extension

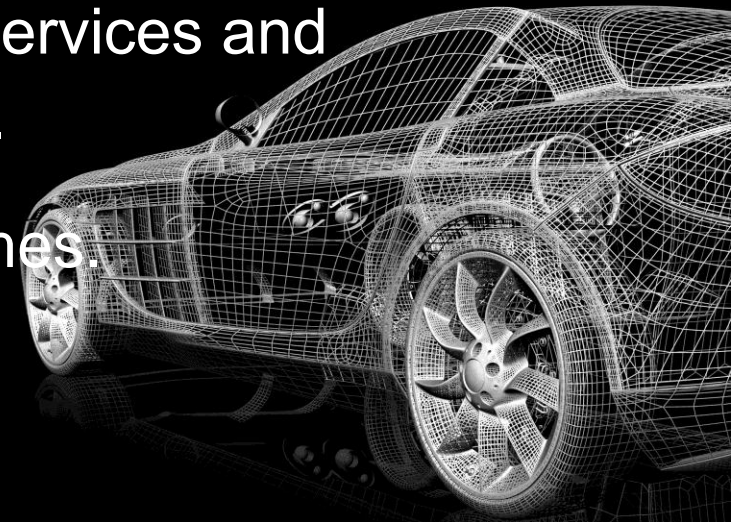
- Consulted Sector: no major changes
- 38 letters of support received in 5 working days.
- Proposed project value: £2.75m (£1.65m additional)
- 50% private sector match
- Mentoring and technical support: £1.82m (1.12m additional)
  - 86 companies (SMEs)
  - 390 skills assist
  - 111 jobs created
  - 257 jobs safeguarded
- Review date: 7<sup>th</sup> Feb by PMSC



# Business Excellence Services

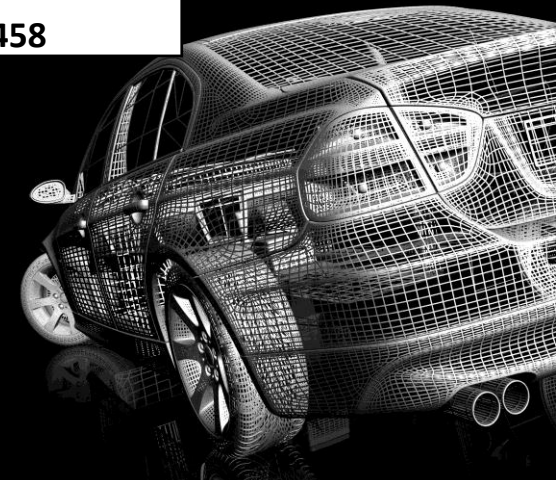


- Subsidised mentoring and technical support valued at up to £10,000 per project through consultancy panel. Now includes benchmarking.
- Subsidised training for NAA delivered courses – 50% cost saving.
- Networking, events and sharing of best practice.
- Promotion of companies' products, services and successes - regional to international.
- Referrals to other relevant programmes.



# Companies in the Sector

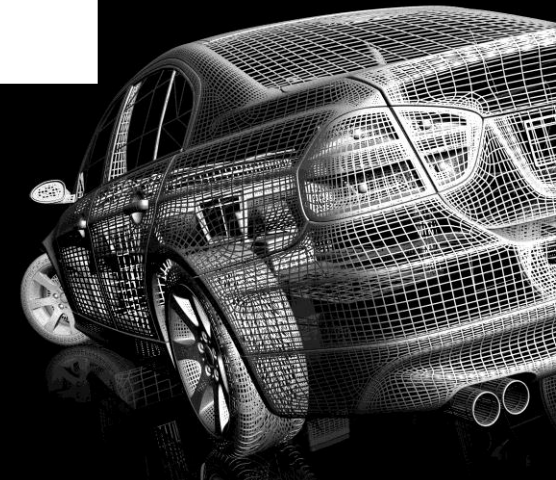
	Potential companies from NAA database		
	Large	SME	Total
Cheshire	42	57	99
Cumbria	14	6	20
Greater Manchester	40	76	116
Lancashire	44	84	128
Merseyside	32	63	95
<b>TOTAL</b>	<b>172</b>	<b>286</b>	<b>458</b>





# Employees in the Sector

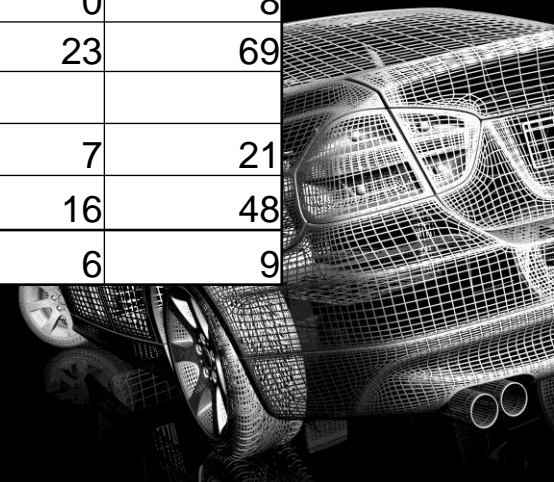
	Number of employees ('000)		
	Large	SME	Total
Cheshire	6,071	282	6,353
Cumbria	850	TBC	850
Greater Manchester	1,268	286	1,554
Lancashire	1,306	801	2,107
Merseyside	6,324	319	6,643
<b>TOTAL</b>	<b>15,819</b>	<b>1,688</b>	<b>17,507</b>



# Targets – Extension (SME)

	2013 (start 1-7-13)	2014	2015 (end 30-6-15)	Grand Total
<b>Output Targets</b>				
<b>Rest of North West</b>				
<b>Output</b>				
No. of businesses assisted to improve performance	16	16	0	32
Skills – number of people assisted in their skills development	57	57	57	171
<b>Result</b>				
No. of gross jobs created	16	16	16	48
No. of gross jobs safeguarded	36	36	36	108
No. of businesses with improved performance	10	10	10	30
<b>Merseyside</b>				
<b>Output</b>				
No. of businesses assisted to improve performance	4	4	0	8
Skills – number of people assisted in their skills development	23	23	23	69
<b>Result</b>				
No. of gross jobs created	7	7	7	21
No. of gross jobs safeguarded	16	16	16	48
No. of businesses with improved performance	0	3	6	9

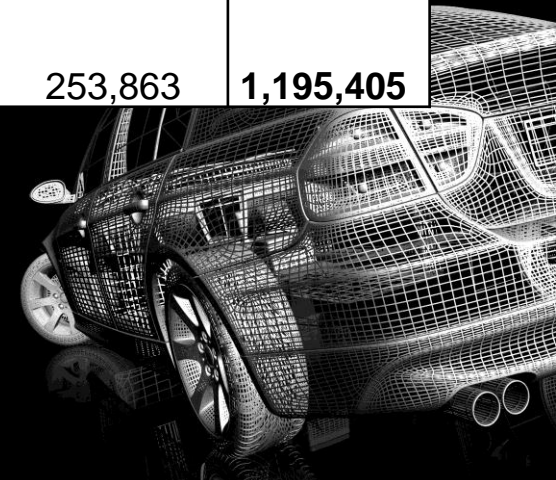
Additional targets for Large Companies



# Mentoring and Technical Support Budget - Extension

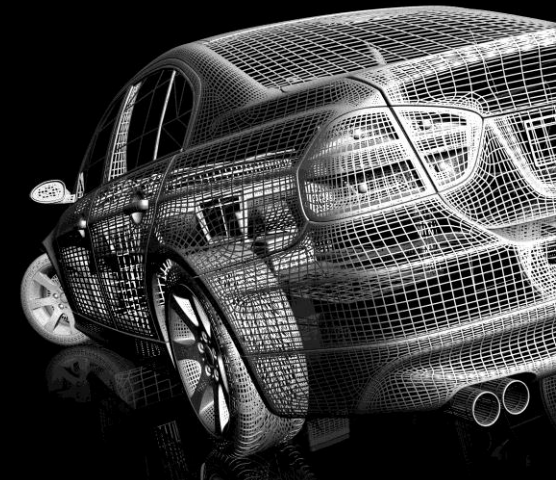
	2013 (start 1-7-13)	2014	2015 (end 30-6-15)	Grand Total
<b>Mentoring and Technical Support Budget</b>				
<b>Rest of North West</b>	165,823	501,816	180,012	<b>847,651</b>
<b>Merseyside</b>	68,030	205,873	73,851	<b>347,754</b>
<b>Total</b>	233,853	707,689	253,863	<b>1,195,405</b>

Note: Total large co. expenditure of £389k (RONW),  
£186k (Merseyside) = £575k



# Consultancy Panel

- Currently 33 Providers
- 34 categories for support listed
- Application process – 8 page tender for new providers.
- Panel is flexible and can be updated
- No guarantee of work
- Current programme:
  - 53 projects scoped
  - 39 commissioned, with value ranging from £1k to £75k, averaging £14k – total c. 600k
  - 20 providers selected



# Process

- Company identifies project, eg benchmarking and or technical support
- Company completes competition form (funding application)
- NAA assesses application and if appropriate approves it
- Invitation to tender produced by NAA and applicant
- ITT issued to providers, identified using skills matrix
- 4 page tender (5 working days) and scored by NAA and Company
- Selection interview, if company requests
- Once provider selected, then NAA notifies to contact the applicant to hold a start-up meeting with client.





# Process - Payment

- Payment schedule agreed between all 3 parties.

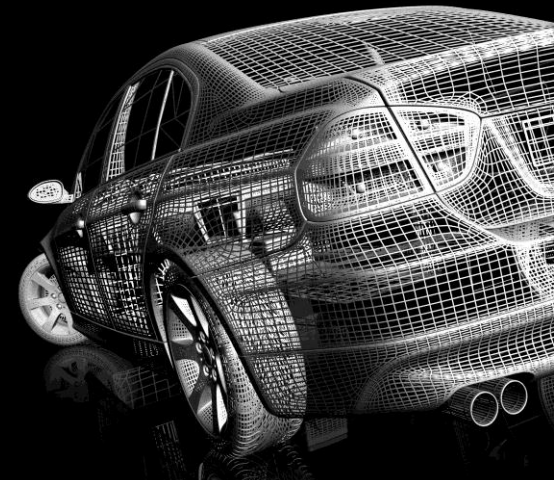
## Payment:

- Company pays providers their contribution, usually 65% or 75% of cost, plus 100% VAT.
- NAA pays provider directly upon production of evidence:
  - Invoice to company
  - Evidence of receipt of payment through bank statement
  - Evidence of any outputs, eg list of individuals mentored, with equality data and individual's signatures

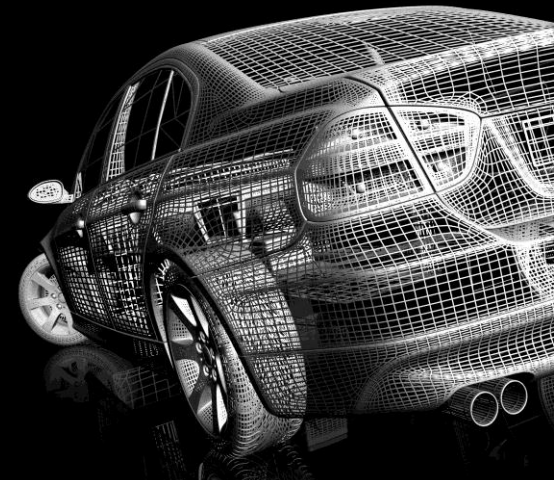


# Want to be on the Panel?

- Approved providers – email me confirming status. Note that only providers who have confirmed that they want to be on the panel will be continue to be listed as approved.
- New providers – email me and in March panel ITT will be sent out, subject to approval of extension
- Modifications to approved providers capability – accepted once extension approved.



# Further Questions



# Thank you



- For further information about the NAA or the Business Excellence Programme, please contact:

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