

**MAKING THE APPRENTICESHIP LEVY WORK
FOR YOU- THE AUTOMOTIVE PERSPECTIVE**

**LARGE COMPANIES APPROACH
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ABOUT US

- ▶ KZN Solutions Ltd (KZN) established in 2010 is a leading team of practitioners specialising in the delivery of Lean tools and techniques.
- ▶ Programmes are designed for employees of all levels working in the automotive, general manufacturing, logistics, service and education sectors.
- ▶ From Strategic Deployment to Operational Excellence the objective is to develop leaders and engage the workforce via practical hands on workshops, thereby reducing waste/costs.
- ▶ KZN joined the NAA in Q4 2016 and recently partnered on a European funded automotive skills project application and as a member look forward to adding value more broadly.
- ▶ KZN clients in the North West range from large to small and across a range of sectors.
- ▶ KZN are also a member of the NEAA and e.g. carry out diagnostics for SME's on their behalf.



LARGE COMPANIES APPROACH: SUPPORT IS SPARSE

c.20,000 Levy Payers

c.1000 £1m + Levy Payers receiving `Direct Support`

c.5000? Large Companies that can access a website/helpline

1st tier suppliers & some OEMs are not `Large Companies` but play a large part (ref. the 20 Companies surveyed by the NAA 2016)

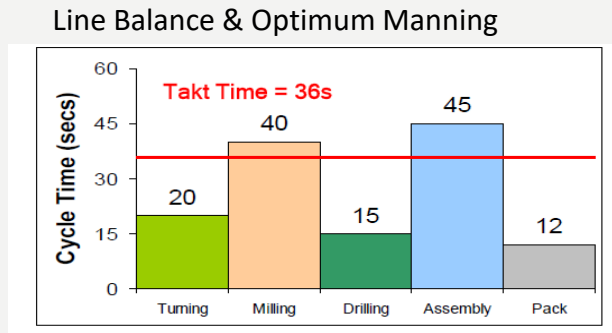


LARGE COMPANIES APPROACH: AN AUTOMOTIVE OEM

Annual Levy c.£750k across all sites & pre Levy `carry in` at one site is c.£500k+:
10 Levy yrs. to attain Employee engagement at a comparable level

Priority levy investment and ROI in built to offset Levy cost(s)

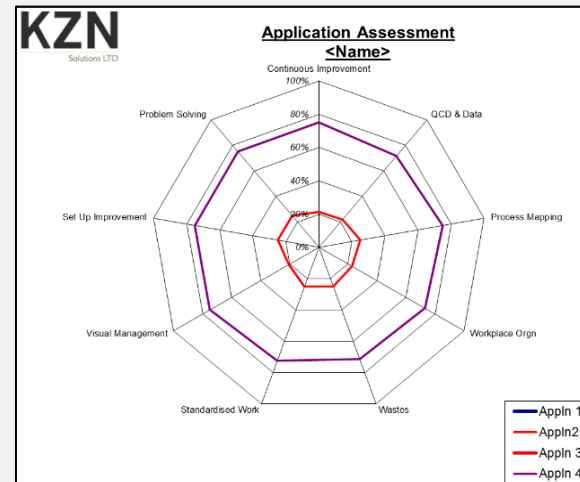
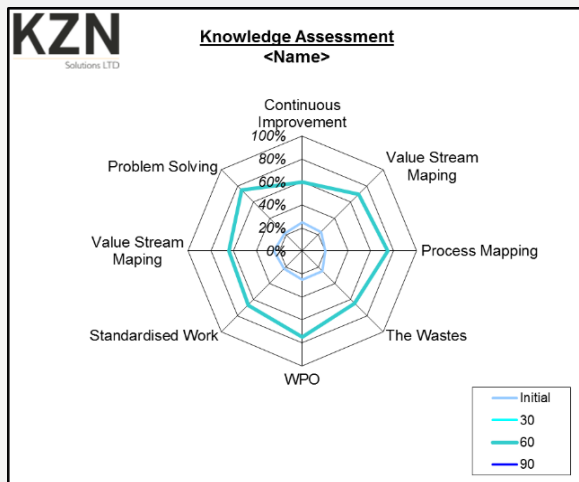
e.g. Improvement
Project Focus



Ratio of Directs/Agency hires is also a significant factor

LARGE COMPANIES APPROACH: DRIVERS FOR LEVY INVESTMENT - EXAMPLE

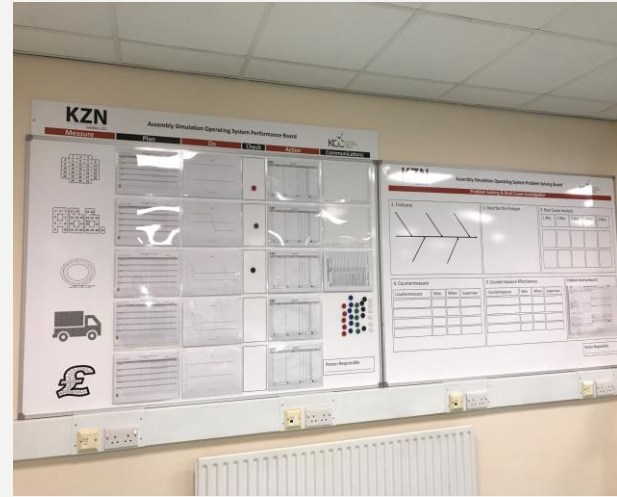
Change Agent Development - Level 3 Programme



Parallels with Lancashire Survey top 4: Leadership (of change & CI); Project Management (of key improvements); Advanced Problem Solving (appropriate tools); Lean Manufacturing (as standard)

LARGE COMPANIES APPROACH: DRIVERS FOR LEVY INVESTMENT - EXAMPLE

Fundamental Operational and Leadership Skills - Level 2-3 Programme



Learn and apply skills and methods that prevent e.g. not right first time; expensive warranty claims. Operator/Team Leader/Manager

LARGE COMPANIES APPROACH: SERVICES AVAILABLE

Advice and guidance through to Levy Strategy and Planning/Levy Management

FYI ROI can also be achieved via targeted deployment of our commercial offer:

Quality Cost Delivery and Data Analysis

Lean Leadership

Value Stream Mapping (& Advanced)

Sustainability

Policy Deployment

Line Balancing

Standardisation

Error Proofing

Cycle and Element Time

TPM

Problem Solving (& Advanced)

Quick Change Over

Workplace organisation

System Thinking

Waste Elimination

PFMEA



Thank you for listening
Any questions please?



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