**NAA E-news Content – February 2021 – 5 February 2021, v1 with images**

***Wed 3 February copy deadline, Wed 10 February issue date***

**1. NAA Update: UK-EU Trade and Cooperation Agreement finally offers some certainty on future trading relationship with the EU**

Image: 01 BAC Mono R

Welcome to this month’s newsletter and I hope that you are all still keeping safe and well, and that hopefully you managed to have a relaxing Christmas break with your families… Read more

We all know that 2021 needs to be a year of recovery for our sector after 2020 seeing almost a 30% reduction in UK car production output to 920,928 units the lowest level since 1984.

The UK-EU Trade and Cooperation Agreement (TCA) finally offers some certainty on our future trading relationship with the EU after a long four and a half years since the referendum.

To support firms, the government department BEIS has launched a series of new, on demand videos to help businesses familiarise themselves with the new rules and the actions they should take. Businesses can find out more about 18 topics, including importing and exporting, trade, data, and audit and accounting.

[**Register now**](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.workcast.com%2Fregister%3Fcpak%3D1070296099921910&data=04%7C01%7CHanan.Farah%40beis.gov.uk%7Cf7b213fc9ff9475d906a08d8bbded0f2%7Ccbac700502c143ebb497e6492d1b2dd8%7C0%7C0%7C637465912943202393%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=4ZZiQlXZJJxVBz01E1y%2F4T8hBoXPP6HmZGStqLBWzZk%3D&reserved=0) to immediately access the video content. New rules are here – make sure your business is prepared.

On another positive note, I wanted to inform you that the Further Education Skills for Jobs White Paper has recently been published (and can be found [here](https://gbr01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.gov.uk%2Fgovernment%2Fpublications%2Fskills-for-jobs-lifelong-learning-for-opportunity-and-growth&data=04%7C01%7CHolly.Perkins%40communities.gov.uk%7Ca02f54696d1249d80a4f08d8bdfa08a5%7Cbf3468109c7d43dea87224a2ef3995a8%7C0%7C0%7C637468229032015694%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=IP3axEb6jMF36agzNVvmJC%2BSq7NEnO15WqHe1u97iLw%3D&reserved=0)).The focus of the White Paper is about giving people the skills they need, in a way that suits them, so they can get great jobs and boost this country’s productivity.

Staying on the subject of education, would you consider funding a charitable gift to help local students who are behind in their education? As an educational charity The Smallpiece Trust recognise that the impact of the pandemic has significantly affected student studies which is why they are donating a STEM designed project to develop invaluable skills in resilience, problem-solving, and critical thinking. This is a nationwide support programme to all schools particularly those remaining open and providing education for vulnerable and key worker students during lockdown. For just £250 their Powered Glider Think Kit helps up to 20 students get fully hands-on in the world of STEM with a challenge to design and build a powered glider. Each kit complements the National Curriculum and is an invaluable aid to teachers bringing these subjects to life.

If you would like to sponsor a kit for a specific local school of your choice, get the CSR recognition for your donation and inspire the engineers of the future the Think Kits can help you do that.

To order one or more Think Kits and give your local school a “STEM boost” for what will undoubtably be a difficult year for education in 2021 please head to: <https://www.smallpeicetrust.org.uk/sponsor-think-kit>

Our partner BDO has recently informed us of some changes involving capping of payable R&D credits for SMEs. You may wish to discover more on this topic here: <https://www.bdo.co.uk/en-gb/insights/tax/innovation-and-rd-tax-incentives/capping-of-payable-r-d-credits-for-smes>

We would like to extend a warm welcome to new NAA Member, IoT Horizon; based at Sci-Tech, Daresbury, the company is an “Internet of Things” specialist, supporting businesses with digital transformation and technology adoption.

Elsewhere in this month’s newsletter, you can read about some of the latest developments from a selection of our member companies, including: Eaves Associates, Millbrook, Oaktec and Senseye.

A big congratulations to Briggs Automotive Company (BAC) as the company has won the Track Car of the Year Award with its BAC Mono R at this year’s GQ Car Awards – full article later in the e-news.

Our webinar programme has recommenced following a short break, with the most recent events having covered: “Future is Exporting”, hosted by the Department for International Trade (DIT) and “Opportunities in the Automotive Sector from Alternative Propulsion Vehicles”, hosted with Grant Thornton - if you missed either of these webinars, please see our event reviews later in the e-news.

**February Webinars:**

18February – ***“The power of the Digital Twin for the Automotive Supply Chain”*** with Siemens Industry Software. With the automotive industry speeding towards electrification, this webinar will explore how the supply chain can adopt digitalisation to drive their transformation to be ready for the future of transportation.

25th February – ***“National Manufacturing Competitiveness Levels”*** with SMMT.

Full details on all of these webinars can be found on our [website](https://northernautoalliance.com/events/)

Finally, as always, if you need us please do not hesitate to contact us.

Stay safe.

Paul Jones

NAA CEO

**2. In the Driving Seat: Darren Whiley, Eaves Associates**

Image: 02 ITDS Image - Darren Whiley.jpg

Here’s your chance to find out more about Darren Whiley from Eaves Associates… Read more

**Name**

Darren Whiley

**Company**

Eaves Associates

**Position**

Managing Director

**Apart from that**

Heavily involved in Fusionworld, Xeroko, Hybond… and more!

**Association with NAA**

New member joined in August 2020.

**Why did you join the NAA?**

To get visibility within the automotive industry.

**Personal**

I love the outdoors - biking, kayaking, walking, wildlife etc. Married with three children.

**Favourite football team**

Don’t do football!!

**Books**

Inspired leadership, Growing your own heroes, Bible

**Best motoring moment**

Driving an Aston Martin for the first time last year!

**Best business advice you’ve ever received?**

Innovate or die…

**3. NAA Member Profile: Blackpool and The Fylde College**

Image: 03 Member Profile Image - B&Fylde College.jpg

Blackpool and The Fylde College is a provider of outstanding education and training across a broad range of Automotive, Engineering and Business disciplines from Apprenticeships to Honours Degree programmes… Read more

Link to:

<https://northernautoalliance.com/naa-members/blackpool-and-the-fylde-college/>

**4. NAA Events:** **Drive Forward Employee Productivity with a Microsoft Teams Course**

Image: 03 Member Profile Image - B&Fylde College.jpg

NAA Member, Blackpool and The Fylde College, is pleased to offer an expert-led virtual Microsoft Teams course for Northern Automotive Alliance members, priced from £18 per person for a bespoke three-hour course… Read more

Carol Holden OBE, CEng, FIMechE on behalf of Northern Automotive Alliance said: “I attended the Teams Webinar and found it very useful - I am a relatively new user and it certainly helped me with a range of tips.

I am now looking at our own company’s strategy as to how we use Teams. Up to now we have solely used it as a video communication tool, we are now starting to use it on several projects where we have external personnel involved. I can recommend it as an hour well spent to improve both my personnel and our office productivity.”

For full details on the above course, click [here](https://northernautoalliance.com/training-course/microsoft-teams/)

**5. NAA Event Review: Webinar – The Future is Exporting**

Image: 05 Event Review - Future is Exporting Image.jpg

The Department for International Trade (DIT) kicked off our series of webinars for 2021… Read more

The webinar gave a comprehensive overview of export support from the Department for International Trade (DIT) and the Northern Automotive Alliance in the automotive sector

DIT Auto Sector team shared the Covid-19 Impact on the global and UK car industry, DIT Auto sector proprieties and next step plan, as well as the Free Trade Agreement update with the audience. DIT North West and UK Export Finance also shared the available support from local international trade advisers and export finance managers.

If you would like to receive further support from DIT NW, wish to speak to one of their International Trade Advisors or if you have any further questions regarding the details covered in the webinar or international trade in general, please get in contact with their team by calling 0333 320 0392 or by email at [info@tradenw.org](mailto:info@tradenw.org)

If your company is based outside of the NW region you can find the details of your local trade office here: <https://www.great.gov.uk/contact/office-finder/>

If you missed this webinar, you can listen to the recording [here](https://dit.webex.com/ec3300/eventcenter/recording/recordAction.do?theAction=poprecord&siteurl=dit&entappname=url3300&internalRecordTicket=4832534b00000004dedd8c10935bf9ada60417c7d385e89bf00895cf7957327a71f7ed7a85731fe0&renewticket=0&isurlact=true&format=short&rnd=7284833045&RCID=ee3ae211c91642729e82bc96e978e00a&rID=208669837&needFilter=false&recordID=208669837&apiname=lsr.php&AT=pb&actappname=ec3300&&SP=EC&entactname=%2FnbrRecordingURL.do&actname=%2Feventcenter%2Fframe%2Fg.do)

Recording password: wK5XabPT

For accompanying slides, please contact [Zoe](mailto:zoe@northernautoalliance.com)

**6. NAA Event Review: Webinar – Opportunities in the Automotive Sector from Alternative Propulsion Vehicles**

Image: 06 Event Review - Grant Thornton Image.jpg

Grant Thornton’s Automotive Team gave an overview of the various alternative propulsion technologies currently available or under development, followed by a summary of the current product offerings and known developments from the key passenger car, light and heavy commercial vehicle and bus manufacturers… Read more

The key component differences compared to conventional petrol and diesel engine vehicles were then examined. Finally, the EU Trade and Cooperation Agreement Rules of Origin requirements were explored together with the subsequent potential domestic supply chain opportunities that these offer companies, based on their current competences.

**7. NAA Member News: GQ Car Awards 2021: BAC Mono R wins Track Car of the Year Award**

Image: 07 Member News - BAC Image.jpg

NAA Member Briggs Automotive Company (BAC) is celebrating its record-breaking Mono R winning the Track Car of the Year Award at the prestigious GQ Car Awards 2021… Read more

First revealed at the Goodwood Festival of Speed 2019, the fully street-legal Mono R serves as The New Reference – the very pinnacle of design, innovation and engineering in the automotive industry.

It sports a stunning new generation of Mono DNA, features revolutionary new materials and technology and offers world-beating performance on the road and track. It’s no stranger to high-profile accolades and records, either…

R’s 2.5-litre engine delivers an astonishing 343bhp, which results in a specific output of 138bhp per litre – a new global record for a road-legal production car. Elsewhere, it’s the first production supercar in the world to feature nano element graphene in its panels, making it a true feat of innovation.

GQ Car Awards 2021 panellists Nikki Shields, Paul Ainsworth, Tom Kerridge and Michael Caines were blown away by the concept and delivery of Mono R, which showed a clean pair of heels to its rivals to scoop the award.

British GQ Automotive Editor Paul Henderson and Columnist Jason Barlow commented:*“When the Briggs brothers – one a gifted engineer, the other a brilliant designer – alighted on the idea of re-creating the single-seater racing experience in a road-legal car, it could have been a fast but fragile one-trick pony. A decade and 100-plus cars later, the Mono R lands, sporting 44 new, bespoke carbon-fibre parts, each one enhanced with graphene for extra strength and even less weight. The car’s ingeniously skeletal form was unimproveable, but it really is all new. The most visible addition is the ram intake, which delivers more high-pressure cold air to the Mountune-supplied 2.5-litre four-cylinder engine and ups the power output to 343bhp. Given that it weighs a scant 555kg, we’re talking a power-to-weight ratio of 618bhp per tonne. And that is the stat to end all stats.”*

Neill Briggs, Co-Founder and Director of Product Development at BAC, added: *“It’s a huge honour for us to win such a high-profile award for Mono R; special thanks to British GQ for giving Mono R the recognition its brilliance deserves. We’re incredibly proud of everything about R – design, innovation, performance and driving experience – and it’s incredible to see that officially recognised in the form of another prestigious award. Winning GQ’s Track Car of the Year Award means beating some seriously stiff competition, which is a wonderful feeling.”*

**8. NAA Member News: Eaves Associates and Hybond partner up to launch advanced adhesive dosing system**

Image: 08 Member News - Eaves Associates Image.jpg

Eaves Associates and Hybond have partnered up to launch an advanced adhesive dosing system that is now being used by two major car manufacturers, one in the UK and the other in Europe… Read more

Investment in Eaves Associates’ in-house climate testing facilities gives the opportunity to work with its customers, bonding their materials and putting them through the OEM’s exact climate testing routine to ensure successful integration into their customers manufacturing facility. Hybond is well acquainted with the speed and dependability the sector demands, which is why many household names and cars we see on the road every day incorporate Eaves Associates’ adhesives in their manufacture.

**Problem -** Traditional ways of applying adhesives to vehicle interiors during manufacturing is both time consuming and expensive as the adhesive has to be applied to both surfaces and curing time has to be allowed.

**Action -** Eaves Associates and Hybond have been working closely and have developed a unique range of automotive adhesives that will successfully bond leather, foam and PVC to themselves or to PC/ABS Mouldings. These adhesives are thermally reactivated as is common practice in the industry.

**Solution -** Eaves Associates has now developed a range of adhesives that can be hand applied, sprayed and roll coated to one surface only, therefore saving time and benefiting from reduced costs.

For more information, please contact Darren Whiley: 07468 471483 [darren@eavesassociates.com](mailto:darren@eavesassociates.com)

**9. NAA Member News: Over £15k raised by Klarius for Dougie Mac Hospice**

Image: 09 Member News - Klarius Image.jpg

The Klarius Group of Companies has raised over £15,000 in support of Douglas Macmillan Hospice (Dougie Mac) in 2020… Read more

A vital local charity for Stoke-on-Trent, North Staffordshire and the surrounding area, Dougie Mac provides specialised care to support people with life-limiting illnesses free of charge. The funds raised by Klarius will help the hospice to continue these essential services.

Mark Brickhill, CEO at Klarius, is proud of his team’s efforts: “We have undertaken a number of fund-raising initiatives throughout 2020 in support of Dougie Mac, so I am overjoyed that we have reached this level of donations.

As a business, we believe it is exceptionally important to provide opportunities and support to the local community. I would like to personally thank everyone who has donated and helped champion this most worthy of causes.”

Providing care services to over 3,500 people over the age of 16 annually, Dougie Mac relies on the work of professionals, volunteers and fund raisers. Specialising in caring for patients with diseases where there is no available cure, the organisation also delivers social care to ensure emotional support for families.

Comprising Klarius Products, the UK’s largest manufacturer of aftermarket exhausts; Emissco, a leading manufacturer of fluids and aerosols; KM Tools, a specialist builder of production machinery and AutoLogistiks, an automotive logistics provider – the Klarius Group of Companies in Cheadle has undertaken fund-raising activities across all its brands in 2020. This despite numerous events being cancelled due to the pandemic.

Before lockdown, employees from all brands took part in a sponsored exercise bike ride to Wembley, with participants from multiple departments all taking turns to complete the full distance. The initial target of 143 miles was totally eclipsed, with the team managing to cover a massive 443 miles, enough to return back to Cheadle and reach Wembley a second time.

As well as pledging 5% of future dispenser and hand sanitiser sales to the charity, Emissco also donated a hand sanitiser dispenser with sanitiser for the hospice reception to help keep visitors, patients and volunteers safe.

Klarius also sold Dougie Mac raffle tickets and scratch cards when possible, while signing up to the charity’s weekly lottery and taking part in its Christmas Jumper day. Along with the fundraising, employees provided a large amount of clothes and goods to be sold in the Dougie Mac charity stores.

Natalie Parry, Management Accountant at Klarius notes: “It’s been really tough to fund raise in 2020 due to the pandemic, with several planned events having to be cancelled. Despite this, I’m proud of the fact that we have raised more in the second year of our Community Programme than we did in 2019. I’m sure that, post-Covid, we will be able to do even more.”

Donna Adams, Head of Fundraising and Lottery at Dougie Mac, comments: “We can’t thank the fantastic Klarius team enough for their support during 2020. Through their Bag it Bring it initiative, Christmas Jumper Day fundraiser and Dougie Mac lottery memberships, Klarius have helped raise over £15,000 to help continue our specialist end of life care services for our patients and support services for their families. In what has been an incredibly challenging year for everyone, Klarius has continued to go above and beyond to help raise funds for Dougie Mac and support their local community.”

**Support Dougie Mac**

Any Emissco hand sanitiser dispenser or hand sanitiser purchase is eligible for a 5% donation to Dougie Mac. Quote DougieMac5 when purchasing from the Emissco customer service team at [info@emissco.co.uk](mailto:info@emissco.co.uk) or 01538 493138 or enter at checkout via the Emissco online shop <https://emissco.co.uk/shop>. The offer is valid until October 2021.

To see how you can support Dougie Mac, please visit <https://www.dmhospice.org.uk>

**10. NAA Member News: UTAC CERAM and NAA Member Millbrook Join Forces to Form a Market Leading Group**

Image: 10 Member News - Millbrook Image.jpg

The French group UTAC CERAM, and Millbrook, both key partners to automotive customers in Europe and around the world, are to merge, creating a market-leading group in vehicle testing, vehicle type approval and emerging technologies for autonomous, connected and electric vehicles… Read more

A new multicultural, highly committed and experienced management team has also been announced and will lead the implementation of the new organisation worldwide.

Doubling the turnover, the new group has all the assets – its people, facilities and technology, to meet the new challenges of individual and collective mobility. It operates eight test centres around the world, including the only Euro NCAP laboratory in France, and is committed to leveraging its internal resources, international network and the support of its shareholders, especially its majority shareholder, Eurazeo, to pursue a strategy of innovation and to consolidate its markets in Europe and the world. Its capacity to innovate and develop worldwide is enhanced by combining UTAC CERAM and Millbrook’s extensive and recognized leadership in new technologies across electrification, connected and automated vehicles, ADAS, cybersecurity and simulation.

The new governance structure will enable the group to unlock added value for customers and to ensure the operational efficiency of all its activities from day one. The key strengths of the new team include its members’ combined experience, diverse backgrounds and competitive spirit. Chaired by Laurent Benoit, the new Executive Committee is composed of Connor McCormack, Executive Vice-President, Christophe Perge, Executive Vice-President, Andrew Nelson, Chief Financial Officer and General Secretary, and Laurent Midrier, who has just joined the Group as Chief Strategy Officer, and who is more specifically in charge of the merger and integration plan for the new group, and the strategy for mergers and acquisitions.

Laurent Benoit says: “We are particularly proud to have finalised this agreement, which represents a decisive step in continuing to expand the support we offer to our customers. In fact, we have received an incredible number of messages of congratulations and encouragement from them and from others around the world. Now to ensure the success of our new group, all our teams are working hard to merge our activities and I thank them for their incredible commitment.”

**11. NAA Member News: OakTec game-changing Clean Air Gas Engine technology trialled by HS2 to dramatically cut carbon on construction sites**

Image: 11 Member News - Oaktec Image.jpg

In its bid to cut carbon and focus on improving local air quality, HS2 is trialling new ultra-clean generator technology developed by a collaboration of three UK technology companies… Read more

By replacing diesel with LPG, the innovation is set to cut carbon, lower emissions, reduce noise and deliver major cost savings.

OakTec Power Ltd has collaborated with generator manufacturer Sutton Power Engineering and site welfare specialist Advanté to develop the low emission, off-grid, electricity generation solution into a welfare cabin specifically designed for the needs of HS2 construction and its maintenance contractors. It is a hybrid energy system which utilises battery energy storage with solar panels to boost charging.

The OakTec Clean Air Gas Engine (CAGE) project is funded by Innovate UK, with the three project partners supported by the UK government as part of the Clean Air Programme. The trial has just started on HS2’s construction site near Euston station run by HS2’s enabling works contractor Costain Skanska joint venture.

The system uses clean gas and biogas fuels as a replacement for the diesel machines that dominate the construction sector, with the aim of delivering breakthrough reductions of exhaust gas emissions and over time moving to full carbon neutral capability.

When available, Calor will deliver their new BioLPG product to the project. This non-fossil fuel renewable energy, which enables continuous running with no downtime needed for refuelling, significantly reduces the total carbon footprint compared to diesel systems and is currently cost competitive with red diesel. This creates the lowest CO2 impact combined with a game-changing reduction in the total exhaust gas emissions achievable on this type of installation.

During the trial, exhaust emissions will be monitored by specialists from Imperial College London, with results expected to show massive improvements in air quality and welfare conditions for construction site workers, leading to positive public health and wider environmental benefits. The welfare cabin operates silently on stored energy and uses Advanté’s EcoLogic curfew technology to limit noise during unwanted hours, further reducing any negative impact on the user and local community.

HS2’s Director of Infrastructure Chris Rayner said: “HS2 is ramping up the introduction of brand new technologies to dramatically cut carbon during construction, as we work towards supporting the Government’s 2050 carbon zero target. We are delighted to be trialling this innovative off-grid solution, which aligns with HS2’s aim to introduce new technologies to reduce our carbon and environmental impacts across the whole project.

“As a project that is supporting the country’s economic recovery, with thousands of supply chain contracts and jobs on offer, we are also proud to back pioneering British businesses that are breaking new ground in green technology and developing innovations that will be game-changing for the whole construction sector and beyond.”

OakTec CEO Paul Andrews said: “This trial with HS2 is a fantastic opportunity for OakTec to showcase our first CAGE technology as a viable alternative to diesel, and represents a major milestone in the drive to improve air quality in off-grid construction sites across the UK. It offers cost-effective power with significant air quality improvement and NOx emission reductions. This is a great example of a collaboration of small agile UK companies collectively innovating to find world class solutions.

“The CAGE hybrid Advanté welfare system we have deployed on HS2’s construction site near Euston is our first step in a series of really exciting innovations that will take us to full carbon neutrality using clean engines powered by biogas fuels and hydrogen.”

OakTec has been conducting intensive research into efficient combustion of gas and biogas fuels since 2013. Now, for the first time, a biofuel capable hybrid system delivers greatly reduced levels of harmful emissions, in a cost-effective generation solution. The breakthrough gas engine generator manufactured by Sutton Power Engineering is integrated into a welfare cabin from the market leader in green technology in this sector, Advanté.

This is the first of a series of gas engine innovations and emission reduction technologies OakTec is developing for this sector with the next step being the launch of a higher output multi-cylinder engine developed with support from a major OEM.

After the HS2 trials, the product will move forward to the production phase with further roll-out planned for the project and the wider industry.

Advanté’s R&D Director, Stan Chapman said: “Delivering the first CAGE hybrid Oasis welfare unit to the HS2 trial is a huge milestone for our team at Advanté. The evolution of our Oasis welfare range is driven by the changing needs of the construction industry and we are extremely pleased to be taking another step forward in supporting net-zero carbon targets.

“The addition of OakTec’s CAGE generator and our new complete solar PV roof, takes our hybrid EcoLogic Solar welfare units to the next level in low carbon welfare provision.”

**12. NAA Member News: Senseye announces the launch of Senseye PdM Complete and Senseye PdM Omniverse**

Image: 12 Member News - Senseye Image.jpg

In November Senseye announced its solution for companies to take full charge of their PdM journey. A platform version of the award-winning software that has delivered over 10x ROI for industrial customers the world over - [Senseye PdM Enterprise](https://www.senseye.io/e2t/tc/VVs1Hs7jHM33W4SxNxj1dWhWyW67tPB74lMY04MXl4pB3p_9rV1-WJV7CgLmcW5GQ4T62ZX34DW8GF3nF68SMLqW22r8bM8VnkRbW9lqwF24TTmfPW1v_LKJ5m1YK9W4K6qTh2RJnC7W21VzKp6Wn2_BW2fPprT4DszzmW43tYnz3xxW5PW664-M0347X3gW6mnbW09lL3nhW8Rh30x5M8c1rW61WFqx2pSh1fW94Rzpb7xmNZ3W20YDJX7Sq0WYW7DlCbt7C21T_W4tnynM5fDYMRVDwryV3Vk8ypW30z2ft7pnL8pW8n3cG03DjS39W3K7MHl46p71gW1Z1M-g5lyG6ZW1Bj_dv8YN0rVW8yLmZF2fvRGzVJF26W6-BzcvN89kFyDfd6cZ33Lb1)… Read more

Senseye PdM Complete is for organisations at an earlier stage of their journey into Predictive Maintenance. Investment in Digital Acceleration is no small thing and sometimes a guiding hand is needed – an organisation to lead you on the journey and help to educate and give you the tools to get you to the stage where you’re ready to take over; with a full guarantee that *business outcome* will be delivered. an included ROI guarantee.

The solution combines Senseye’s award-winning Senseye PdM software product, with the expert guidance of its dedicated Customer Success Managers who use their background in Condition Monitoring to ensure project success. Senseye will do all of the work needed to accelerate and deliver the PdM journey and financially guarantee the business outcome with [Senseye ROI Lock™](https://www.senseye.io/e2t/tc/VVs1Hs7jHM33W4SxNxj1dWhWyW67tPB74lMY04MXl4pB3p_9rV1-WJV7CgWR4W7B2yFf647qLKW70B6kS6-HC7dN1bBK7hNBD7rW9kdGdn5wxN65Vw2KGl7PKRPZW4V-XTR5zCJD-W1DyDTY2HSNkrW5R-wH29ck-MqV9ZfxN5mtQvvW9lBqNT6rq31sW45hlSq21gmykW41Sk5C1nJgjdF49Fbk74nYCW7MhG9R2-95lbW1fn2zB15WZtcN3MK9xDl-h_2W7jSkxC4WyyrxW1gnGYQ8K7qhjW8BMl5M4jtjJ5W5xsgCl3SljkTW82bFt24wxDFkW35Cqg71jhhSWW520wKL82bvNzW5XcRVF4qdlVvW6C0nxM3cyKh9W4vKSVl3XwZD83bB_1) included.

Download a copy of the Senseye PdM Complete brochure [here](https://f.hubspotusercontent30.net/hubfs/533282/Collateral/flyers/PdM%20Suite/Senseye%20PdM%20Complete%20flyer%20-%20EN.pdf?utm_campaign=Senseye%20PdM%20Complete%20launch&utm_medium=email&_hsmi=106294049&_hsenc=p2ANqtz--5EAeQsJBA-lj8-VN16sBGH1YuapfbQBslY96pYP-gcPmZ97luvwGoiKqftTOEMG7kYRaAaEgAUKZGz4BLri_g42SVPPdKJ1q-lDIhRQAUs92VnWc&utm_content=106292018&utm_source=hs_email)

Senseye PdM Omniverse® - guiding your predictive maintenance journey with expert tools, knowledge, support and community.

The biggest threats to predictive maintenance projects are a lack of condition monitoring expertise and cultural misalignment. The technology to achieve scalable and sustainable predictive maintenance is only half of the story – Senseye is sharing the solution to fill these expertise and culture gaps.

Senseye PdM Omniverse® is a knowledge platform and community to provide industry operators and partners with all of the resources needed to implement successful, sustainable and scalable predictive maintenance projects. The collection of resources includes step-by-step processes, workflows and guidance distilled from knowledge amassed in deploying global-scale machine health projects since 2015, underpinned by an expert community.

Please download your copy of the Senseye PdM Omniverse® brochure [here](https://f.hubspotusercontent30.net/hubfs/533282/Senseye%20PdM%20Omniverse%20flyer%20v1.pdf?utm_campaign=Senseye%20PdM%20Omniverse%20launch&utm_medium=email&_hsmi=107287988&_hsenc=p2ANqtz-_mLJx2YaXx7Jz9WQBFBJbsiGFUt26m-h2auNhBjKIhwT1JSS3jhdtPMy3iVVPVzA0nvd4AbSzZfIG2ZbF-ZqK1XPReT4OkXv002M5g-kzZcwizM2U&utm_content=107287723&utm_source=hs_email)

**13. Industry News: Productivity boost open to North West’s manufacturing and engineering businesses**

Image: 13 Industry News - Lancaster Uni Image.jpg

Manufacturing businesses across the North West have the chance to learn from industry giants in a programme designed to boost productivity across the sector… Read more

‘Productivity through People’ (PtP), a 10-month programme designed by Lancaster University Management School academics in partnership with industry experts from BAE Systems, Siemens and Rolls-Royce, aims to boost SME’s outputs and efficiency and help unlock the nation’s productivity puzzle.

Register for the Productivity through People programme, delivered by Lancaster University Management School, starting March 2021 – for more details click [here](https://northernautoalliance.com/lancashire-companies/working-with-universities/)

**14. Other News: UNITEplus with Lancaster University offering subsidised student internships**

Image: 14 01 Other News - UNITEplus - Unite Logo.jpg NOTE ALL 4 LOGOS NEED TO APPEAR IN ARTICLE

UNITEplus is a European Regional Development Fund (ERDF) programme supporting the growth of Lancashire's Small to Medium Enterprises through subsidised student internships… Read more

UNITEplus is a European Regional Development Fund (ERDF) subsidised support programme designed to add value and skills to Lancashire’s Small to Medium Enterprises. This is delivered in the form of 140-hour internships tailored to the businesses’ needs. UNITEplus works to bring together businesses wishing to develop their capacity through the uptake of new tools and techniques with talented students and graduates that are seeking quality professional experience.

Throughout the 20/21 academic year, UNITEplus has the capacity to deliver 45 internships, typically over a 7-10 week timeframe. These projects can be varied, having historically covered such areas as social media, marketing, web and software development, mechanical engineering, and business research and development.

Benefits for businesses include additional skills, improved company performance and productivity, links with Lancaster University, and support through the recruitment process. Further, businesses can explore the student and graduate employee marketplace on a low-risk basis and there is no direct cost incurred as the salary is paid by the programme. Students equally benefit from the opportunity to work on a project relevant to their studies and to make a significant contribution to the business.

*To be eligible* for support, businesses must:

* Have a business development and growth need or a project.
* Offer a student or graduate a working employee experience.
* Be B2B focused.
* Employ less than 250 employees.
* Have either an annual turnover that is less than or equal to €50 million or a balance sheet total that is less than or equal to €43 million.

As part of the application process, businesses are required to identify a meaningful project that will clearly support growth. Due to Covid-19 restrictions, all internships are currently planned to be delivered on a remote basis.

**Contact / More Information**

The UNITEplus team is situated within the Employer Engagement department of Lancaster University. All enquiries can be directed to [uniteplus@lancaster.ac.uk](mailto:uniteplus@lancaster.ac.uk).

Additional information and case studies can be found on our [official website](http://www.uniteplus.co.uk/) [www.uniteplus.co.uk](http://www.uniteplus.co.uk).

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