

A manufacturer's guide to adopting new digital tools



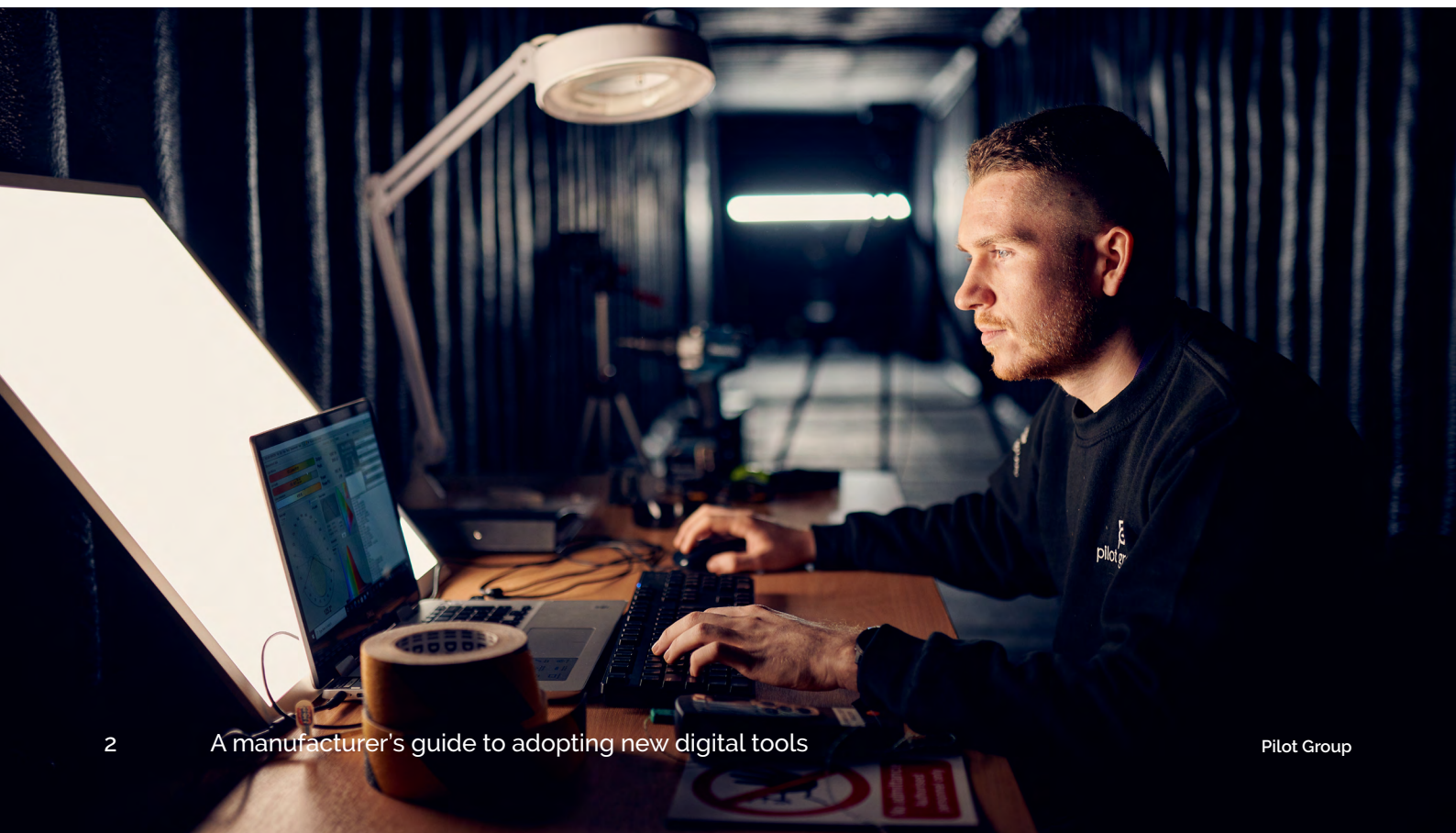
Get trusted advice,
technology grants and
digital skills for your
manufacturing business.

**MADE
SMARTER**

www.madesmarter.uk/formakers

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Christopher Lever, Managing Director, Bindatex, Bolton

About Made Smarter

Backed by world-renowned businesses and the UK government, Made Smarter will improve the development and adoption of emerging technologies within your manufacturing business through:

- Technology grants
- Skill and Leadership training
- Transformation workshops

At Made Smarter, a team of manufacturing industry experts will match your organisation with an impartial adviser who will work alongside and support you through your digitalisation journey. With specialisms within data and robotics, as well as regional specialists, the Made Smarter team will work with you to create a tailored digital strategy and clear plan to power towards.

Made Smarter will make a real, everyday difference to your business.

How can my business get support?

Made Smarter is faster and quicker than other business support functions available. By spending a few hours applying for funding through Made Smarter, you will save hours, days and even weeks for years to come.

Follow our five simple steps for a successful digital transformation:



Get a holistic view of your business that shapes a tailored digital strategy in

120mins

Meet our advisers

Here at Made Smarter we have a dedicated team of experts with first-hand manufacturing industry knowledge and experience. From specialisms in data through to robotics, to regionally focused advisers, you'll be matched with an impartial adviser who will work alongside you throughout the process, making sure your business can access the advice and funding that's right for you.



Ruth Hailwood
Organisational
Workforce Adviser



Steve Cleaver
Digital Transformation
Specialist



Kevin Smith
Industrial Digital
Technology Adviser




Following our **digital transformation workshops**, you'll receive our recommendations, along with a complete roadmap for your digital journey and the technological opportunities within it.

"The Made Smarter digital transformation workshop process helped us acknowledge that the shop floor was a black box. The first vital step for our business was to get hold of all that valuable data so we could understand and control the inner workings of our operations better."

Victoria Grant
Operations Director
Cookson and Clegg
Blackburn





“Introducing technology has given us clearer production visibility and freed up our people to do higher-value, more rewarding jobs”.

Richard Morris
Managing Director
The Bury Black Pudding Company
Bury

Workforce advice
and training that
unleashes the
capabilities of digital
manufacturing.


Made Smarter in action: Leadership and training

The Bury Black Pudding Company, Bury

The Bury Black Pudding Company produces **85 tonnes of black pudding each week**, helping the company achieve a £6m turnover. With the help of Made Smarter, the Bury-based company has embarked on two projects to lay their foundation to digital transformation.

Together, Made Smarter and Bury Black Pudding focused initially on data and systems integration and later on solving specific challenges of inefficiencies faced in some of the key processes.

Thanks to our grant funding and support, Bury Black Pudding calculates that by **improving the accuracy of their weighing and filling process, it will reduce product giveaway by 1%, saving around 750kg for a 60-ton production run** which can be reused. This action will significantly reduce the labour associated with the weighing and checking process, and that effort can be deployed into other areas of the business.



“Made Smarter has been transformational for us, developing a digital strategy and investing in technology to give us better process control”.

Christopher Lever
Managing Director
Bindatex
Bolton

Technology funding
that reduces
manufacturing
lead time by

25%

Made Smarter in action: Tech funding

Bindatex, Bolton

Manufacturer of advanced materials, Bindatex, has taken a transformative step after adopting new digital tools to capture, analyse and manage production data. With new opportunities and large contracts on the horizon, Bindatex needed to react quickly and resolve issues around data visibility. Through Made Smarter grant funding they have been able to catapult their growth.

A digital transformation workshop identified a major challenge with its manual systems, which relied on paper-based data capture and spreadsheet analysis. Made Smarter advisers recommended, funded and supported the implementation of Total Control Pro, to track each sales order through the factory.

By rolling the solution out across the entire factory, Bindatex estimates that it could increase overall productivity by 20% as well as reduce unplanned downtime. **Lead time is now reduced by 25%**. The whole cycle time has been reduced from 4.5 hours to 3.5 – a **productivity increase of almost 30%** and the company is able to deliver all orders on time.

Funding available to you

Up to
£20,000
funding available
to manufacturers
and makers.

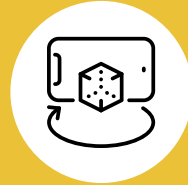
Digital isn't coming – it's already here. Adopting technology whilst funding is in place is a great way to avoid getting left behind. Some of the projects that we can support include, but aren't limited to:



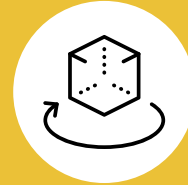
Data and systems
(such as ERP and MRP)



Sensors



**Virtual Reality and
Augmented Reality**



**Additive
Manufacturing**



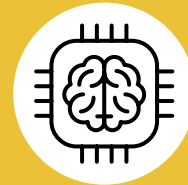
Wearable technology



**Robotics, Cobots
and Automation**



Cybersecurity



Artificial Intelligence

Examples of our projects and their impacts:

Automotive sector manufacturer

Purchased off-the-shelf tabletop automation equipment for **£5,000**, with Made Smarter funding **50%**.

The outcome

Saved **800 engineering hours** annually and led to substantial improvements in productivity.

Food and drinks producer

Embarked on a large-scale project costing **£85,000**, with Made Smarter contributing **£20,000**.

The outcome

Delivered a **400% increase** in capacity in one shift and significantly enhanced production planning.

Heavy goods vehicles modifications manufacture

The business invested **£16,000** in a 3D scanning system to quickly take measurements from vehicles, with Made Smarter funding **50%**.

The outcome

Drastically increased measurement accuracy and enabled an **accelerated expansion** to a nationwide offering.

Skills and leadership training

Made Smarter promise to make real, everyday differences to the people behind your business, from the boardroom to the factory floor.



Organisation workforce development

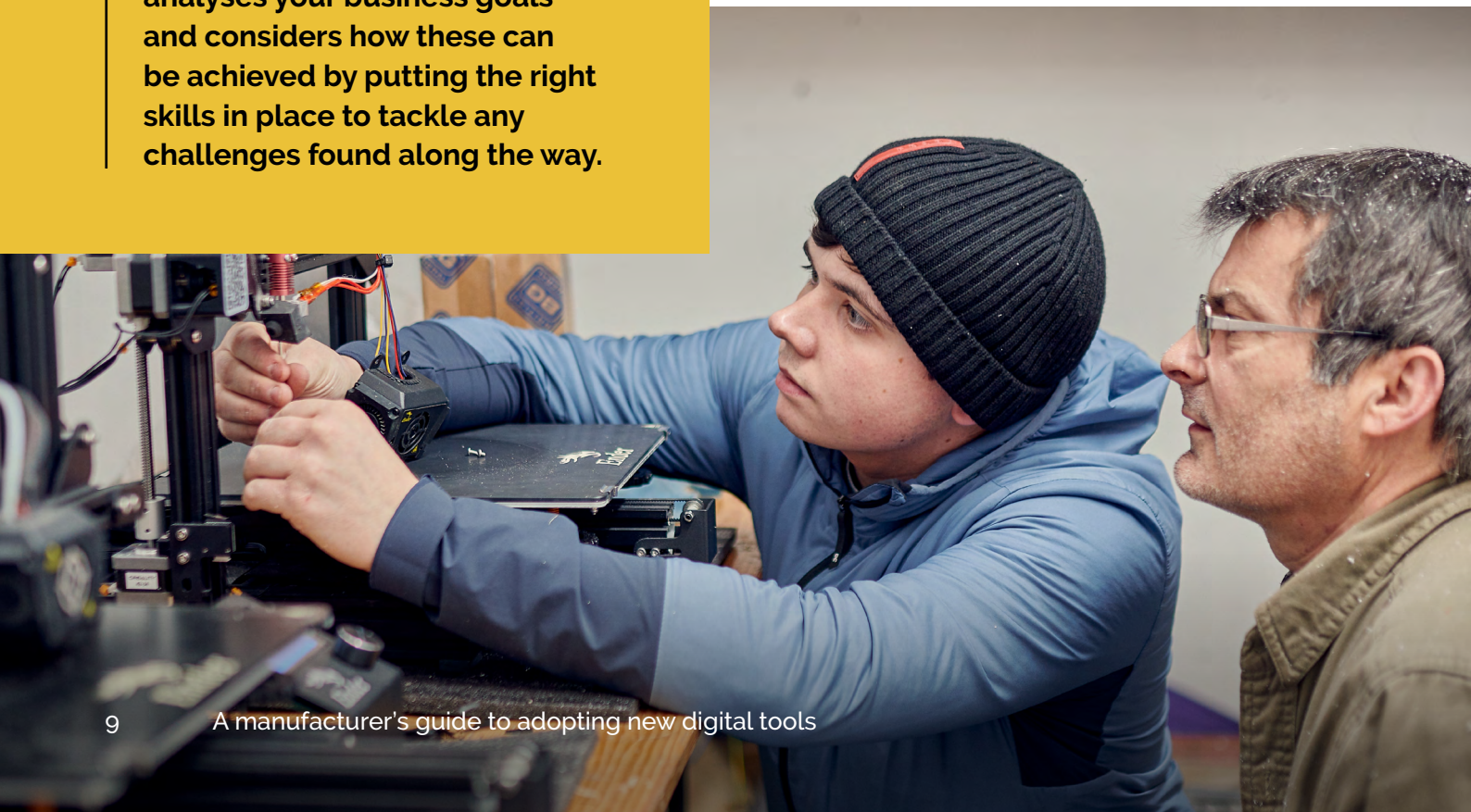
It's becoming increasingly important to boost technical knowledge, not only in digital roles, but across an entire company. It's essential that makers and manufacturers look at upskilling opportunities for their current workforce, as well as integrate fresh, new talent to bring digital savviness to their business.

Our Organisational Workforce Development (OWD) workshop analyses your business goals and considers how these can be achieved by putting the right skills in place to tackle any challenges found along the way.



Leadership development programme

Our leadership development programme is designed specifically for manufacturers. Developed and delivered by Lancaster University Management School, this programme will help you embrace leadership and implement new digital tools for your business.



Made Smarter in action: Funded interns

We offer fully-funded, highly invaluable, technology internships to digitally advance a business – we also pay their wages!

Our interns have the know-how that's required to bring in the future of manufacturing, and makers need to harness their talents for a successful transformation into digitalisation. Bringing a fully funded intern on board for just three months can have a transformative impact on your organisation.

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interns were placed to support the visual journey.

70%

of Visual Architects production brought in-house.

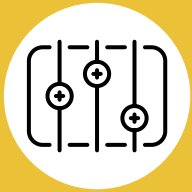
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interns were awarded permanent contracts.

Our planet Made Smarter

Climate change is in the forefront of everybody's mind.

Britain is the largest net importer of emissions per capita worldwide, with the manufacturing industry currently holding 15% contributions to UK greenhouse gas emissions. Technology is the key to achieving 'net zero', and our programme has been specifically developed to help manufacturing enterprises embrace technologies:



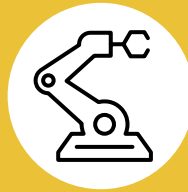
Machinery energy savings

Connected devices ensure a greater level of productivity by measuring and improving the efficiency of equipment whilst also limiting any downtime.



AI predictive analysis

Predictive analysis not only provides a better understanding of demand, but also can pinpoint any inconsistencies and optimise productivity.



Robotics are incredibly valuable

This technology can automate numerous parts of production to improve your business' productivity and use of assets.



Upskill your workforce

Educate everyone at your business on the importance of sustainable manufacturing and the impact that it will have on both your business and the planet.

EnviroSystems predict a year-on-year revenue increase of

20%

We've already helped several SMEs on their way to reaching net-zero emissions goals. EnviroSystems predictions allow them to invest in highly skilled team members and embrace additional technologies to further boost productivity.



SME manufacturers
have secured **£4.6M**
matched funding for
241 projects worth
£1.6M



+250

projects funded
across the
Northwest.

65%

of decision
makers believe
that digitalisation
opportunities
should be
highlighted.

1,177

new jobs and
2,205 upskilled
roles have
been created.

80%

of organisations
experience a
boost to profits
following digital
transformation.

How can Made Smarter help you?

Our team is ready to help you on your journey to digitalisation. Whether this is your first steps or an expert, we can provide you with sound advice, funding, and the skills that you need to ensure your business thrives throughout 2022.

We've already helped countless manufacturers across a variety of sectors, and we'll do the same for you. Get in touch with our experts today and together, we can empower you to work smarter and make an everyday difference to your business.

So far, Made Smarter's adoption programme in the Northwest has helped over **210 businesses** drive growth and decarbonise through digitalisation.



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madesmarter@growthco.uk

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