



Knibb



Gormezano & Partners



International Management & Technology Consultants

UK AUTOBRIEFING

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UK GROWTH SUPPORT

Automotive industry specialist consultancy Knibb, Gormezano & Partners (KGP) has substantially increased its UK offerings to firms in the sector.

- > **Key Fact 1:** Automotive for KGP means everything associated with the automotive sector, passenger vehicles, commercial vehicles, heavy duty off-highway, marine, OEMs, Tier suppliers and supply chain to mention a few.
- > **Key Fact 2:** There are a significant number of funding sources for supporting UK business improvement and growth.
- > **Key Fact 3:** In the last four years KGP have completed business development projects for well over 100 UK SMEs.

Mick Beeson appointed UK Project Leader

KGP Lead Partner Mick Beeson will manage our upgraded UK services. Mick spent many years in senior Sales and Marketing positions associated with the global automotive market.

At Mick's disposal is an expert 20-strong team of consultants with experience in many branches of the global automotive sector.

Mick will also participate in delivering specific projects himself as he has done in many of our recent contracts.



WHAT ARE WE DOING?

Events

During the course of the next 12 months KGP will be organising a number of breakfast network briefings to acquaint managers and business owners with the full scope of KGP capabilities, meet other UK SMEs and provide the opportunity to listen to some industry leading keynote speakers.

We will be contacting you by email regarding this as dates, venues and speakers are confirmed.

Global Business Research

KGP conduct market and business research programmes in all aspects of the global automotive industry.



Whether it's to provide specific details of individual markets or detailed business intelligence on key competitors, our consultants have the edge over generalist advisors because of their intimate knowledge of particular sectors or products.

Expert Strategic Advice (tailored to you)

KGP's senior consultants are always available to provide tailored advice on strategy and business development. A preliminary review is always free.

Developing IP Policies & Strategy

At some stage, firms with innovative ideas for new products, technologies or processes have to face up to how to handle intellectual property. Our services in this arena can provide initial assessments and lead to introductions to IP experts for on-going guidance.

Gaining Access to Finance

Inevitably, companies with growth ambitions need cash to go forward at certain times in their development. KGP can facilitate this process through our vast portfolio of automotive specific professional contacts.

There are a number of funded programmes covered on page 3 of this UK AutoBriefing.

FIVE TECHNICAL THEMES

KGP support is focussed on helping companies find better and hopefully more lucrative routes to market and implement the necessary management processes to improve performance.

As with KGP's general consultancy work, the demand seems to follow five generic themes, briefly described as:

> Low Carbon Vehicles

Of all the areas needing innovation to succeed, low carbon vehicles must rank among the highest. This is the area where billions of pounds are being spent to achieve reductions in vehicle emissions and CO₂ output across the world.

KGP's international operations have developed an extensive knowledge base across all aspects of low carbon vehicles and especially the impact on the supply chain.

- EVs and Hybrids - the supply chain impact (many individual projects)
- EV/Hybrid (Update report out soon) - Latest Energy Storage report now available



> Heavy Duty Truck and Off-Highway

Recent years have seen major projects undertaken by KGP in the truck and off-highway sectors. Our knowledge in these areas, particularly related to powertrain and emissions technologies is unsurpassed.



> Performance Engineering / Motorsport

KGP is working with the MIA to broadcast the successes of that organisation's initiatives to demonstrate the sector's potential value to other sectors. The successful initiatives so far include:

- Motorsport to Automotive
- Motorsport to Marine
- Motorsport to Defence

In the last three years KGP has provided business intelligence and market information support to more than a score of SMEs operating in the motorsport and performance engineering fields. In a number of cases follow-on projects to the original work have been undertaken.



> Leisure and Commercial Marine

The KGP team have been involved increasingly in projects with maritime industry applications.

- Propulsion - Structures - Consultancy

Many SME firms in our portfolio of contacts are already involved with the marine sectors or have aspirations to get involved. A free preliminary consultation is always available.



> Advanced Manufacturing

Being closely involved in automotive and performance engineering it is obvious that KGP consultants should also be intimately involved with all aspects of advanced manufacturing. As a consequence, we have established a close working relationship with the Coventry based Manufacturing Technology Centre whose support will complement the skills already available within the KGP team.

AN OVERVIEW OF SUPPORT PROGRAMMES AVAILABLE TO AUTOMOTIVE SECTOR COMPANIES

Some of the following types of support programmes only attract government grant funding if the supported company is a small-to-medium-sized enterprise (SME) within the definitions currently applied throughout the EU. Most require a proportion of matched funding from the client.

KGP can work with clients to secure this funding and facilitate delivery of the outputs.

1. Growth Accelerator

Growth Accelerator is a nationwide UK programme providing substantial expert support to SME companies that have or will have a real prospect of 20% growth or more a year. The programme combines various assistance elements:

- > Coaching for Business Development, where a business coach is appointed to work with the firm's senior executives to coach them to achieve primary targets for performance and growth
- > Leadership & Management Development, where requirements for management development are identified. Individual managers can be assigned to intensive development master classes and group workshops
- > GTI - Growth through Innovation. Many companies seeking to grow will do so off the back of innovative products or processes. Under this element of the programme client firms will be given expert assistance to identify and implement key innovations to support growth.

2. Grant Funded Collaborative Projects

There are a number of opportunities to gain beneficial input by collaborations with other firms. Many programmes exist, especially through the Technology Strategy Board, to identify and work with partners to achieve common aims supported by significant matched funding.

3. Steering the way to R&D Tax Credits

A large proportion of firms in the SME category are under-utilising the tax credits they can achieve related to R&D expenditure. Correct application of the rules can lead to significant financial benefit.

EDM Precision a Midlands based company reaping the benefits of bespoke consultation and guidance from KGP.

EDM

EDM Precision Technologies Ltd.

www.edmprecision.com

4. Manufacturing Advisory Service

The Manufacturing Advisory Service is a well-established and durable process for delivering government funds to deserving SME firms in the manufacturing sector.

5. Luminate

Luminate is a new service offered to companies in the East Midlands to support innovation throughout the SME community.

AOS Technology a Leicestershire based SME focussing on optical fibre sensors supported by KGP to gain a presence in the motorsport community



www.aost.co.uk

CASiM2 offers manufacturing SMEs in the West Midlands the opportunity to test and trial new products and ideas using virtual simulation technology. Innovation doesn't have to be expensive, through CASiM2 SMEs access world class facilities and expertise without a large capital investment giving your business an exciting opportunity to try out and explore the innovative technology in a cost effective, reliable and safe environment.

CASiM²
CENTRE FOR ADVANCED SIMULATION & MODELLING



£ Millions available for supporting the growth and success of small to medium sized enterprises (SMEs). Contact Jane Woodward about the first steps to securing funding. Janewoodward@kgpauto.com



SOME TEAM MEMBER PROFILES

John Kirkpatrick

John began his career working for the Jim Russell Racing Drivers School with responsibility for the renowned international racing drivers programme.

He is a founding director of the Motorsport Industry Association and is co-chair of the organisation's Education, Skills and Training Council. In 2003 he completed a six month research programme and published the Motorsport Industry Workforce Development Plan for HM Government, Department of Trade & Industry.

He was appointed Launch Director of the Motorsport Academy. He was again contracted to deliver an update to the Industry's Workforce Development Plans and to provide Industry liaison and guidance in the development of definitive Motorsport Foundation Degree & Apprenticeship programmes.

David Pickering

An engineering graduate, David has a considerable track record of establishing, running, growing, selling, and assisting businesses to raise grant funding for capital infrastructure and future growth.

In the 80s and 90s he spent a considerable time with British Coal Enterprise at one point assisting more than 80,000 redundant employees to find new employment.

He has recently had an assignment as Interim Director Transport iNet, an *emda*/ERDF funded project in the East Midlands. This programme has successfully aided hundreds of SMEs to improve their innovation capabilities.

Andrew Woodward

An experienced MBA qualified Business Development professional, Andrew has spent over 20 years in industrial R&D, Product Development, Marketing and Business Development.

Originally a scientist and engineer, he has held board level and senior management positions in subsidiaries of a number of major PLCs including T&N plc where as Director of Product Technology he managed a £5 million R&D project portfolio across European and US operating sites of a £400M turnover Division. He worked as Group Innovation Manager at Caradon plc where he implemented a new product development process across £200 million turnover Business Division. He has also worked at Freidland Ltd as Product Development and Quality Director where he developed and launched a major new product range, reducing development time

by more than 40%, and reducing material spend by 15%, through value engineering, quality improvements and development of more competitive Far Eastern manufacturing sources.

Dave Watts

David's work has been largely concerned with the downstream end of the vehicle industry. Much of his recent engagement has been with the International Car Distribution Programme (ICDP) a non-profit research organisation set up to investigate and recommend the development of more efficient lean distribution networks. A fair proportion of this work has been concerned with the aftermarket. David has worked in many disciplines across organisations – varying in size from multi-nationals to those employing fewer than fifteen staff. He has been involved in strategic planning, from global planning to marketing strategies, as well as working in change management, human resources, marketing, finance and health and safety. Past roles have included project management, implementing new businesses and processes.

Anne Wilde –

Industrial Market Strategy and New Materials

A linguist, Anne began her international industrial career in the export department of Kodak Polychrome Graphics where she progressed to the position of Export Sales Manager. As a member of the Institute of Export, she was recruited by the DTI to run a pilot scheme through the chambers of commerce, advising SMEs across a wide range of industry sectors that were interested in starting to export their products. She then spent a decade at Rio Tinto Borax managing various offices worldwide before moving to technology start-up company, Keronite International Limited, as Director of Marketing.

Anne prides herself in being a self-motivated, analytical strategist with strong communications and team building skills. With extensive sales and marketing experience in industrial B2B, metal finishing, materials, mining, chemicals and printing, she has a proven track record in brand building for start-ups, re-branding for blue chips and in the penetration of new geographical and product markets.

KGP has a 25 year history of supporting improvement projects for companies in the UK and worldwide. Many of those projects have helped to facilitate funding from various government agencies, UK and EU.

