

MADE SMARTER

What is Made Smarter?

**The benefits of adopting digital technology within your
business**

Phil Peak
Deputy CEO

Why join Made Smarter? An introduction to the programme.

Running until the 31st of March 2025

Made Smarter is aimed at connecting 'makers' to digital tools that they can utilise to transform the way they work.

The programme will grow eligible businesses through emerging digital technology and help them to:

- Cut costs
- Go to market faster
- Reduce downtime



Who can join Made Smarter?

- Manufacturing and Engineering sector.
- Small or medium-sized enterprise with fewer than 250 employees.
- Turnover of less than £50 million, or a balance sheet total of less than £43 million.
- Trading in the West Midlands -Coventry & Warwickshire, Greater Birmingham & Solihull, The Marches, Stoke-on-Trent & Staffordshire, The Black Country and Worcestershire.
- Standard subsidy control regime rules apply



Some of the Sectors supported by Made Smarter West Midlands

Textile
Manufacturers

Precision
Engineers

Plastics
Manufacturers

Furniture
Manufacturers

Automotive

Printers

Ceramics
Manufacturers

Metal
Manufacturers

Chemical
Manufacturers

Machining

Jewellery Makers

Electrical equipment
Manufacturers

Bicycle
Manufacturers

Automotive part
Manufacturers

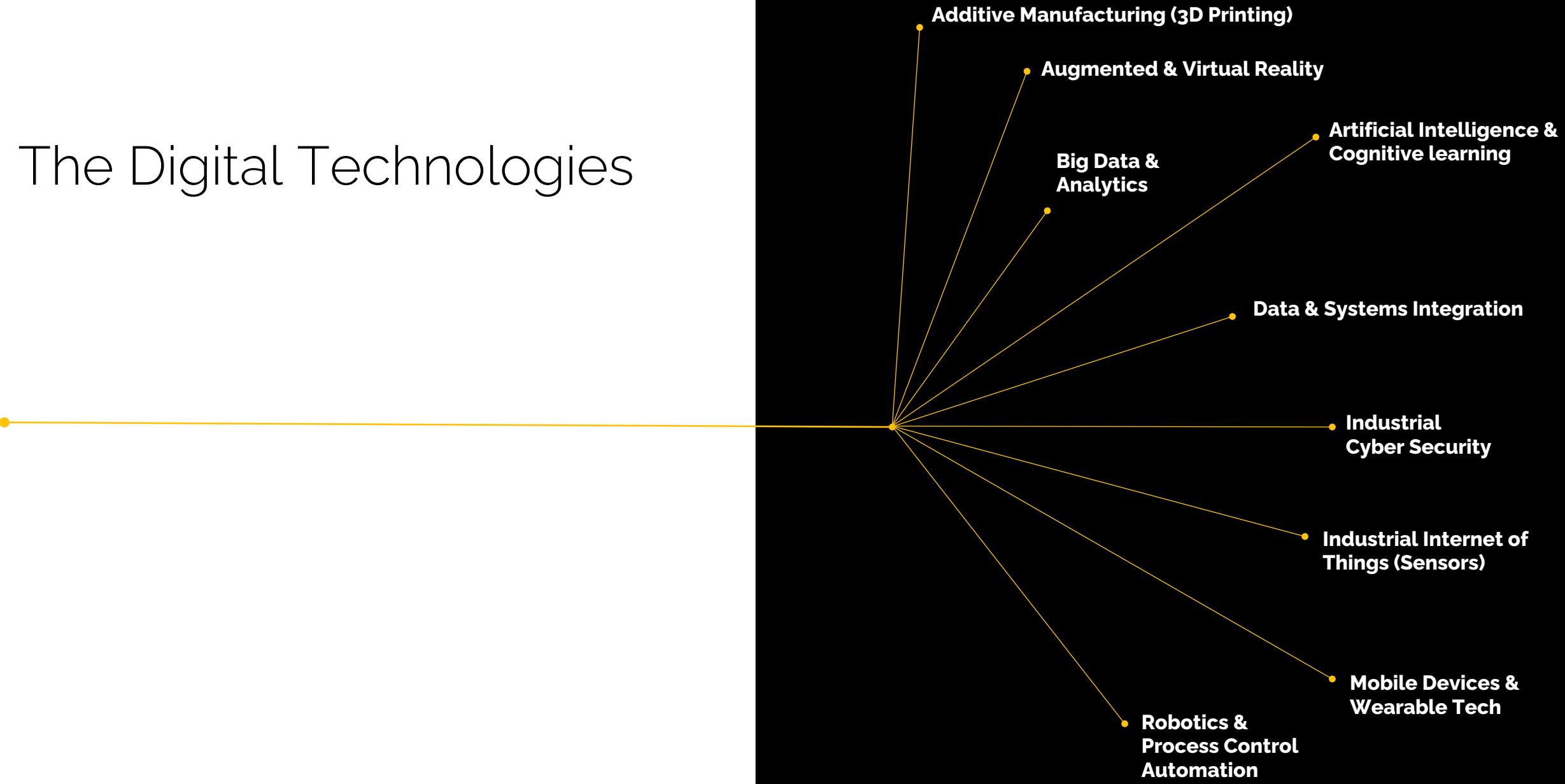
Food and Drinks
Manufacturers

Aerospace

MedTech

Construction
parts
Manufacturers

The Digital Technologies



The Referral Process

- Register on Made Smarter Website
- DTS Allocated
- Check eligibility – Ideal client profile
 - 50+ employees
 - £5 million turnover
- DTS Visit- part of pre-screening
- Listen to business challenges and create a snapshot of current processes
- Diagnostic report created for WMG/MTC with client approval



WMG are a team of dedicated experts looking to solve the UK manufacturing challenges that matter, through analysing and improving technology and processes for a globally sustainable future.

The WMG SME Group is a multidisciplinary team based at WMG, the University of Warwick, pioneering support for innovation in SMEs and larger businesses. They accelerate productivity and growth in these companies by helping them utilise research-led tools and techniques, building profitable and collaborative relationships. Over the past 10 years, we've worked with thousands of SMEs to help them address technology challenges, exploit new market opportunities and gain a competitive advantage.



MTC is a Research & Technology Organisation (Catapult) that was set up 12 years ago to provide support for UK Manufacturing through Innovation, Smart Manufacturing & Sustainable Manufacturing.

They provide a wide range of support services and projects with businesses of all sizes including Start-Ups and SMEs across all industry verticals.

They also provide a complimentary Line Walk as the initial way of engaging to understand business issues and problems and work with them to solve those problems through impact and positive outcomes

Support Cohorts

Digital Roadmapping Workshop Process

- One of the support catapults will be allocated to the business.
- The catapult will provide up to 8 days intervention with the company- this is where **the real value** is found.
- Diagnostic review takes place (in partnership with the business) to identify with business needs.
- Suppliers and solutions are recommended.
- Assistance through grant funding process, if required.



Additional Paths - Made Smarter West Midlands

Grants

- Eligible AME companies can access up to £20k worth of grant funding
- Companies must have gone through the road mapping workshops and identified a viable project in order to access the funding

Leadership and Management Training

- Eligible AME companies can access 30 hours of Made Smarter tailored training via our partners at CUS
 - 12.5 hours of facilitator led delivery.
 - 17.5 hours of self-learning.
 - Round table discussions.
- It is preferred (not essential) that companies go through the road mapping workshops and have identified a viable project in order to access the training programme



Results so far

- **403** businesses registered on programme.
- **86** grant projects approved and £1.4m issued.
- **£94m** GVA generated through the programme through £1.4m of grant funding.

Figures from April 2021 to March 2023 across the West Midlands

The **future** of Made Smarter

The programme has been approved for another **17 months** across the West Midlands (March 2025).

Made Smarter as a project, features strongly within the WMCA Plan For Growth delivery.



CASE STUDY-

WHITELEY BROOKES

Coventry business, Whiteley Brookes Engineering, are manufacturers of precision-machined parts for over half a century. They recently joined the West Midlands Made Smarter programme.

Here's their story...



<https://www.youtube.com/watch?v=BbLxcBbECAw&t=2s>



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now at madesmarter.uk

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Any questions?

