

INNOVATIVE ZERO CARBON WORKING GROUP

Supply Chain Transition Programme:
phase 1 lessons learned

30 April 2025

Locally-led Innovation Accelerators delivered in
partnership with DSIT, Innovate UK and City Regions



Welcome from the Chair



Agenda

10:00 Welcome from our Chair | Ian Humphreys, Industrial Synergies Ltd

10:05 The Supply Chain Transition Programme | Dan Carins, WMCA

10:20 Beneficiary Case Study – Marchant Cain | Pam Cain and Rob Marchant

10:40 Beneficiary Case Study – Banelec Ltd | Steve Smith

11:00 Comfort Break

11:10 Elsewhere in the Innovation Alliance | Ros Povilionis, SWM and Innovation Alliance for the West Midlands

11:15 Delivering the SCTP – Midlands Aerospace Alliance | Nicola Deards, MAA

11:25 Discussion

11:45 Roundtable: collaboration and partnership opportunities



Dan Carins - WMCA



marchantcain automotive

Banelec

In Control

Comfort Break

Elsewhere in the Innovation Alliance

Ros Povilionis, Events & Partnerships Manager, Innovation Alliance
for the West Midlands and SWM

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Innovation Alliance for the West Midlands*

A bottom-up, independent Alliance of diverse organisations active or interested in (science and technology based) innovation across the WM region

Our two core aims:

- Build and maintain a thriving innovation ecosystem
- Stimulate and catalyse a pipeline of support innovation activity

* Established Jan 2018, building on BSC partnership since 2007



Meet the Virtual Innovation Team!



Andrew Mair



Speak to me about: Aerospace



Rachel Eade



Speak to me about: Rail



Naomi Nash



Speak to me about: Digital

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Meet the Virtual Innovation Team!



Louis Gyoh



Speak to me about: Construction



Beck Collins



Speak to me about: Low Carbon



Tim Luft



Speak to me about: Creative

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Meet the Virtual Innovation Team!



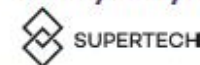
Emma Yeap



Speak to me about: Health



Hilary Smyth-Allen



Speak to me about: Modern Services



Gareth Thomas



Speak to me about: Manufacturing



Chris Lane



Speak to me about: Mobility

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INNOVATION ALLIANCE WORKING GROUPS & EVENTS



AI & FUTURE TECH FORUM



INNOVATIVE HEALTH WORKING GROUP



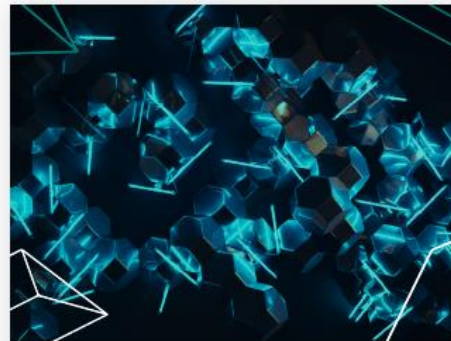
INNOVATIVE ZERO CARBON WORKING GROUP



INNOVATIVE MANUFACTURING WORKING GROUP



INNOVATIVE TRANSPORT WORKING GROUP



CYBER WORKING GROUP



VENTUREFEST WEST MIDLANDS



INNOVATION SUPPORT FORUM

Locally-led Innovation Accelerators delivered in partnership with DSIT, Innovate UK and City Regions

How to get involved:

- Find out more on IAWM/ WMIP and register for newsletters and networks
<https://innovationwm.co.uk/>
- Follow us on LinkedIn - <https://www.linkedin.com/company/innovation-alliance-for-the-west-midlands/>
- **Join our events:**
Venturefest Mobile Hub Legacy COE - Financing innovation: strategies to fund your journey **(8 May)** – [Register here](#)

Closing the Skills Gap in the Low Carbon Economy: LCEGS Report Insights **(4 June)** – [Register here](#)

Innovative Cyber & Health Working Groups – Cyber in Healthcare **(30 June)** – [Register here](#)



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Business Growth
West Midlands



West Midlands
Combined Authority

Supply Chain Transition



Aerospace

Presentation to IZCWG April 2025

Nicola Deards

Technology Manager

Midlands Aerospace Alliance

→ SCTP: Aerospace support to participants

- Focussed on leveraging the MAA's extensive network and industry relationships to provide expert advice on getting into Aerospace / Space / Advanced Air Mobility and help companies make meaningful and fruitful contacts at appropriate levels in the supply chain
- Support was primarily provided in the form of:
 - Expert 1:1 Support
 - Webinars on specialist subjects
 - Network building through events, customer visits, working groups and conferences

→ 1:1 Consultancy

- Expert 1:1 Support was provided from MAA in-house expertise as well as external contractors for:
 - Business Development
 - Marketing and pitching practise
 - Technology Roadmapping
 - Continuous Improvement, Lean 6 sigma and SC21
 - Sustainability
 - Innovation
 - Space

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1:1 Support

Supply Chain Transition

 Aerospace



 West Midlands
Combined Authority

 Commonwealth Games
Legacy Enhancement Fund

 midlands aerospace alliance

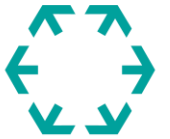
→ Webinars

- Webinars covered a variety of topics relevant to Aerospace but also generic to manufacturing and engineering companies





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→ Building a Network

- Customer Visits, Networking Events and Tours have introduced companies to potential customers as well as partners and peers
- Aerospace supply chains are deep and useful connections with Primes and Tier 1s take time to build - the MAA membership and wider network can provide an introduction and potential partnerships



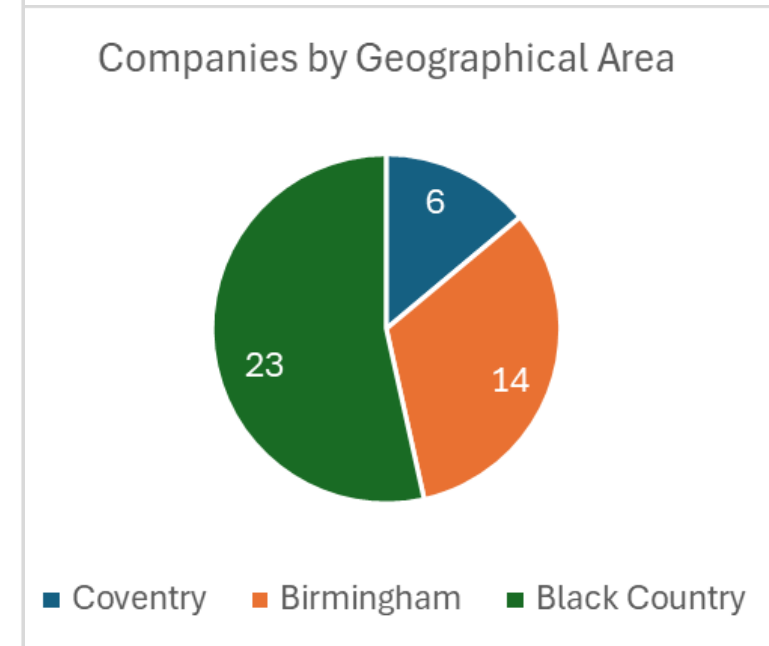
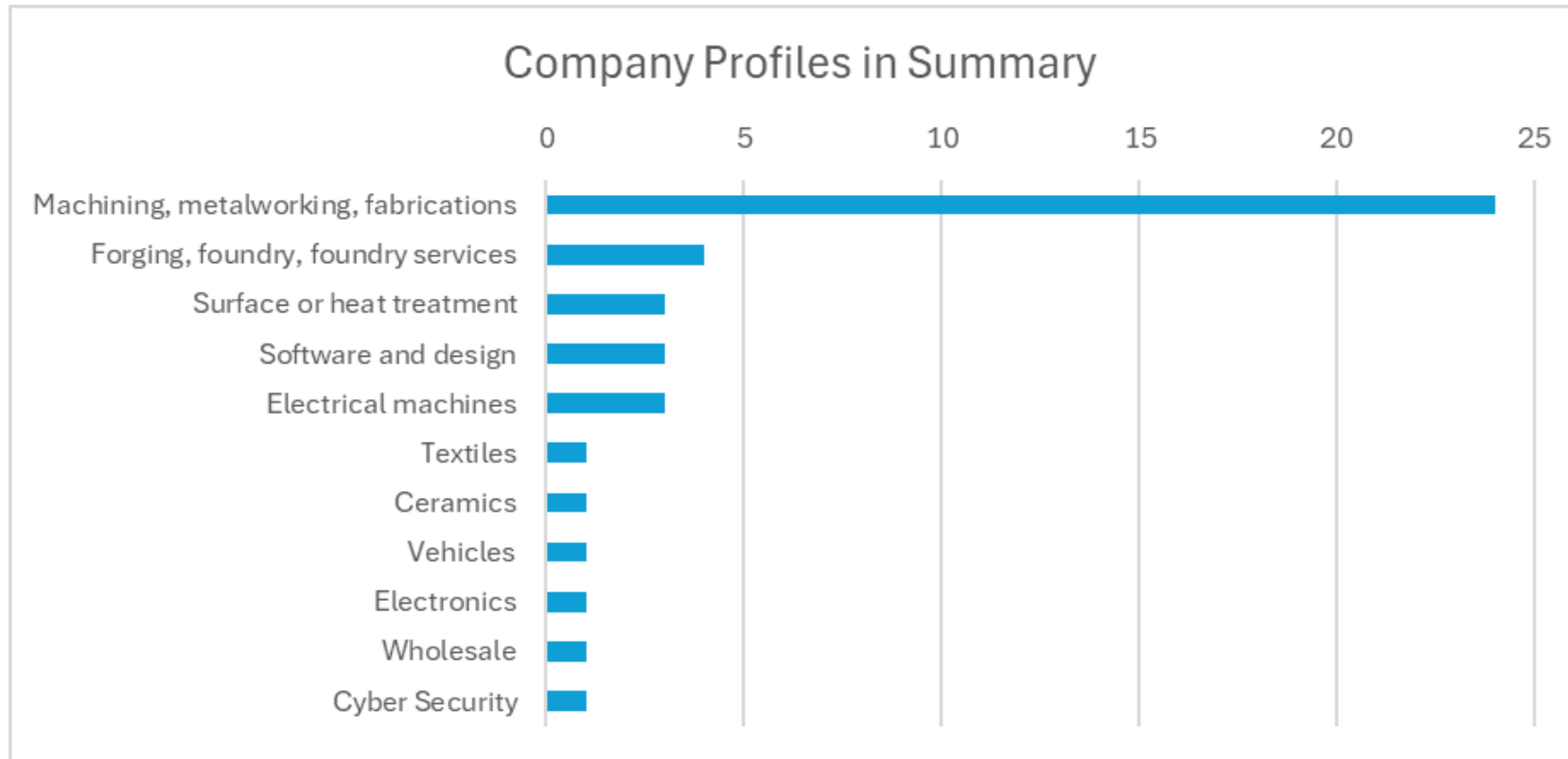


→ SCTP:Aerospace Outputs against Targets

- 43 companies signed up (versus 40 target)
- 41 companies received 3 hours minimum 1:1 support (versus 40 target)
- 25 companies received further deep dive support
- 15 webinars were designed and delivered over 26 dates (some repeated)
- 38 companies participated in networking/visits/meet the buyer events

→ SCTP:Aerospace Participant Profiles

Most companies had already recognised their potential to move into aerospace or space from their work in adjacent sectors offering manufacturing services







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→ SCTP:Aerospace Events

- Farnborough International Airshow, 22nd-26th July 2024 – bespoke tours
- Aerospace and Defence Technology Roadshow – 2 participants per day over 10 days
- MAA AGM on 14th November 2024 – 7 participants
- Midlands Space Cluster Winter Networking, Birmingham, 28th November 2024 – 15 participants
- Various MAA industry working groups (across 5 meetings November 2024 to February 2025) – 11 participants
- Inside Rolls-Royce event, Derby, 15th January 2025 – 2 participants
- Airbus Defence and Space event, Stevenage, 27th February, - 2 participants
- MAA Annual Conference, 26th March – 20 participants





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→ SCTP:Aerospace Events

“Jingle Jets” Christmas Networking Event 11th
December 2024 - advertised as an opportunity to
meet new suppliers to the aerospace industry



“Meet the Aerospace Buyer” Event - part of
the West Midlands Business Festival on 5th
March at the BCIMO in Dudley

→ SCTP:Aerospace Meet the Buyer Feedback

“This was wonderful experience – I’ve engaged with new suppliers and found potential support for bottleneck parts. Thank you for organising. It’s nice to connect with people passionate about manufacturing with the same business goals across the board. Hospitality was exceptional!”

“This was the best supplier event that I have ever been to, very well organized from the start to finish. The connection between suppliers and customers was very effective due to us all having common business goals.”

“Great event. We liked the fixed appointments with buyers and made three really useful connections.”

“Great job by the MAA team, a very well-organised event. It was good to have time to speak to a few companies about their requirements and systems.”

“This was a great format, a relaxed atmosphere, plenty of time to network with buyers and other exhibitors and we now have two enquiries for new business from potential buyers.”

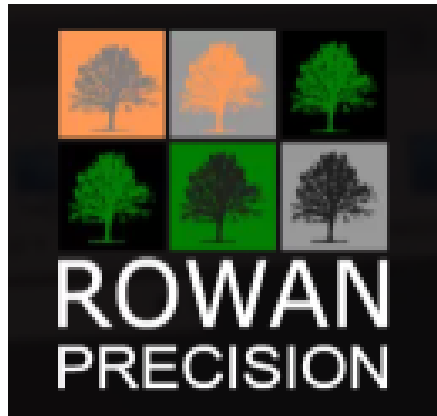
→ **SCTP:Aerospace Case Study 1: Complete Cyber**

- Complete Cyber provide bespoke solutions to cyber security issues to companies of any size to guard against data theft
 - Based in Dudley
 - Clients in the rail, banking, civil engineering and telecommunications sectors
 - Offer security architecture services, security testing and management, audit, risk and compliance assessments, embedded security development and training
-  **Complete Cyber**
- Complete Cyber joined the Supply Chain Transition Programme in May 2024, and immediately took up the offer to come to the Farnborough Air Show

→ SCTP:Aerospace Case Study 1 Complete Cyber

- With a particular interest in the Space Sector, Complete Cyber were awarded 2 hours of 1:1 support from Third Planet Orbital
 - They took advantage of the Midlands Space Cluster Winter Networking event and the Midlands Aerospace Christmas Networking event
- 
- They connected with an MAA member company looking for assistance with improving their cyber security for defence contracts and also made a connection to a company in the Space industry
 - Both of these connections look likely to result in a contract, leading to new business

→ SCTP:Aerospace Case Study 2: Rowan Precision



- Rowan Precision are a high precision manufacturing house based in Birmingham with multiple axis CNC sliding-head and fixed head capabilities for tight-tolerance complex-part machining and complex features
- They are AS9100, ISO9001:2015 and ISO13485 accredited and work across a multitude of sectors supplying stainless steel, brass and aluminium pieces, but were struggling to grow their aerospace sector business
- Rowan Precision joined the Supply Chain Transition Programme in June 2024 and quickly took advantage of the many opportunities for learning and networking in Aerospace and Space, attending eight webinars and four events and engaging fully with the 1:1 Business Development advice which they were awarded

→ SCTP:Aerospace Case Study 2: Rowan Precision

- At the Defence and Aerospace Technology Roadshow, Neil Williams, Technical Sales Manager (right), met with potential customers
- Following further discussion, Rowan Precision have won new business with these customers and are looking forward to building on the other contacts they have made through the SCTP networking events



→ SCTP:Aerospace Testimonials



“The programme has helped us to identify funding streams that we wouldn’t have previously known about, which is helping us in our decision-making whilst looking at a new process which is used in the Aerospace Industry that we’re thinking of investing in.”

→ SCTP:Aerospace Testimonials



“We have benefited greatly through the SCTP by gaining an incredible amount of visibility to the industry, by virtue of the tremendous range of promotional in-person events.

The genuinely friendly, open and highly proactive organisation has supported both our knowledge of, and our marketing within the sector through online conversations, networking and great experience-based advice.

We have found the MAA to be a truly collaborative, highly visible and dedicated organisation, focussed on delivering the best service and representation of all its members.

Overall, really impressed with the work that the MAA have put in to supporting us.”

→ SCTP:Aerospace Testimonials



“I have learned a lot in a compressed timeframe. I now have some drawings from a potential new space customer.”

Discussion

Roundtable