



SHARING IN GROWTH

EXPRESSION OF INTEREST FORM

Introduction

Sharing in Growth is an ambitious proposal to raise the capability of UK Aerospace Suppliers in order to share in the growth of Aerospace and other global markets.

The scheme will provide concentrated training and development programmes tailored to the assessed needs of each supplier and targeted at world class standards of performance.

The training and development will cover all relevant disciplines, including Lean operations, Manufacturing processes, Purchasing, cost modelling and leadership. It is expected that sites with a turnover of between £10M and £20M will benefit most from this level of intensity and that each site improvement programme would require greater than £0.5M of Regional Growth Fund support to deliver. Any Regional Growth Fund support would need to be financially matched by the applicant in line with State Aid rules.

A company (Sharing in Growth UK Ltd) has been set up specifically to deliver this programme which will draw on industry experience of supply chain development combined with knowledge and support from a sponsoring prime and is complementary to programmes such as SC21.

This application is to express interest and will be used to assess eligibility to the programme. Successful applicants will then be invited to carry out a detailed diagnostic to provide substantive information to support the full application for support from the Regional Growth Fund.

PLEASE RETURN THIS FORM TO: info@sig-uk.org

Reference

Extract Date

Internal descriptor

section A – Applicant Information

1. Name of Primary Contact

2. Company/Organisation

3. UK Company Registration Number

4. Address

5. E-mail

6. Please provide a brief explanation of your company ownership structure and size

7. Number of employees

8. Your principal customers and their share of your sales

section B – Project Overview

1. Rationale

Summarise why you need RGF funding to carry out the programme. Please reference any analysis that you have carried out into the viability of the programme with and without RGF funding.
(1200 characters max)

section B – Project Overview *(continued)*

2. If your bid for RGF funding is unsuccessful will the programme go ahead and if so where, in what form and over what timescale. Specifically would funding for the final beneficiaries of the programme be available from other sources. (1200 characters max)

3. Please provide a summary of any public support that you have received for training and development in the last three years, and also whether you have received any de minimis support over the last three years. (600 characters max)

section c – Eligibility

1. Location – The aim of the regional Growth fund (RGF) is to create jobs in England. RGF may be willing to recover funds from other UK development agencies to enable Scottish, Welsh or Northern-Irish suppliers who strongly satisfy other criteria to take part in the programme.

- i. What is the address of the principal beneficiary of the programme, if different from above?

2. Aerospace sector – the aim of the programme is to create UK jobs for the aerospace sector.

- i. What proportion of your business is into the aerospace sector and by how much is this expected to change in the next 5 years?

section c – Eligibility *(continued)*

3. Commitment – Your development will be unsuccessful without your full commitment to this intensive supplier development programme, including: sharing data; working collaboratively; fully committing resources; fully committing to implementing change, etc.

- i. How would you integrate this programme into your daily operation and current business plans?

- ii. Please highlight any issues you foresee in committing resources and allowing access to your operation.

4. Demand side factors – the purpose is to maximise job creation/protection, therefore suppliers with potential to increase sales will be prioritised. It is anticipated that sites with a turnover of £10 to £20m would be able to digest and benefit most from this intensity of improvement.

- i. What was your turnover (£M) in each of the last three years?

- ii. What is the business plan projection for turnover in 5 years' time?

5. Current capability – the resources of the programme are limited, therefore you will need to have a basic level of capability from which to develop.

- i. What is your on time delivery performance and right first time Quality performance to your key customers?

section c – Eligibility *(continued)*

6. Competitiveness – In order for the programme to be successful you will need to compete globally. The resources of the programme are limited, therefore beneficiary suppliers will need to show how becoming more competitive could generate growth opportunities.

- i. Please describe the key challenges your company faces in delivering and/or sustaining global competitive performance. Where possible quantify the challenges with references to recent contracts won or lost and relevant customer feedback or global benchmark data. (1200 characters max)

- ii. What are the key areas of your operation that would most benefit from such a programme?

- iii. In addition to improving operational competitiveness, would this growth be dependent upon any other investments, eg Capital or R&D, and if so, how much (£M)? Note that this scheme does not provide access to funds for capital or R&D.

7. Commodity – the programme is targeted at high value manufacturing for the Aerospace sector.

- i. What commodities/product groups do you make and what are the main manufacturing processes used.

section c – Eligibility *(continued)*

- 8. Customer endorsement – please obtain endorsement for your application from a key customer, stating that opportunities exist for you to benefit from aerospace sector and market share growth by demonstrating global levels of performance and competitiveness.**

section D – Financial Health

- 1. Declaration of going concern with cash forecast for the following 18 months.**