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Business Growth  
West Midlands



West Midlands  
Combined Authority

# Supply Chain Transition



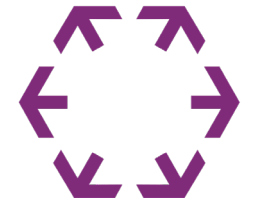
Aerospace

**Space Winter Networking  
Presentation November 2024**

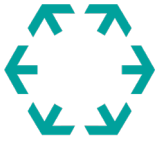
**Nicola Deards**  
Technology Manager  
Midlands Aerospace Alliance

# Supply Chain Transition Programme

- **£1 million funded via the Commonwealth Games Legacy Fund**
- **The Supply Chain Transition Programme will help SMEs in the West Midlands diversify their customer base by winning new orders in growing areas of the economy.**
- **Delivery will be through workshops, 1-2-1 coaching, site visits, and meet the buyer events.**
- **Supply Chain Transition Programme is a BGWM regional delivery programme.**



# Supply Chain Transition Programme



- It covers three sectors:
  - Aerospace
  - Micromobility
  - Electric Light Vehicles and Very Light Rail
- It should appeal to companies which:
  - Have no foothold in the sector but with strong potential
  - Have a small foothold in the sector and looking to grow
  - Facing an uncertain future in their existing market segments
- These can be technology start-ups or established manufacturers/service providers

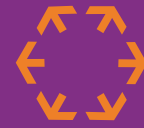


## Delivery Partners by Sector

- ➔ Aerospace – Midlands Aerospace Alliance
- ➔ Micromobility – WMG, University of Warwick
- ➔ Very Light Rail and Electric Light Vehicles - C&W Business Solutions Ltd



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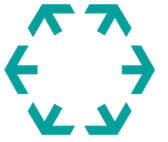


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Aerospace



# → Workshops and Webinars

- Workshops through Autumn and Winter cover a variety of topics relevant to Aerospace but also generic to manufacturing and engineering companies

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## Introduction to Aerospace

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## Environmental Sustainability for Aerospace

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## Should additive manufacturing figure in my business plans?

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## Business Development

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## Introduction to Aerospace Quality Systems

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## Digitalisation for Aerospace Suppliers

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## Introduction to the Space Sector

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## Introduction to Advanced Air Mobility

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## Continuous Improvement and Lean 6 Sigma

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## Support for Advanced Manufacturing

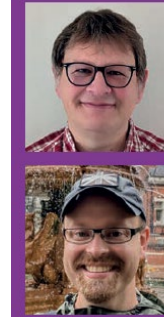
## → Building a Network

- Customer Visits, Networking Events and Tours are aimed at introducing 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



## → 1:1 Consultancy

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



### Third Planet Orbital

Experts in the UK & European Space Sector

Leicester-based Miles Ashcroft and Dan Martin bring extensive experience in both Classic-Space and New-Space. They will work with you to craft a strategy for entering the rapidly expanding Space Sector.



### Samantha Buckton

Business Development Expert

With over 20 years in global aerospace, defence, power generation, and logistics, Samantha is passionate about helping businesses build effective business development strategies that win customers and secure contracts.



### Francesca Faedi

Orbital Innovation Space Sector Economy Specialist

Francesca, at the University of Leicester Business School, provides personalised mentorship to help SMEs navigate the Space Sector's complexities, including funding opportunities and market entry strategies.



### Tim Holmes

Organisational Strategy & Quality Systems Consultant

A Fellow of the Chartered Quality Institute, Tim offers support in organisational strategy, management systems, project management, and continuous improvement. With over 30 years of experience, Tim is your go-to for building resilient, high-performing business systems.



### Rachel Eade

Manufacturing & Supply Chain Specialist

Rachel has over 20 years of experience in business development within transport manufacturing sectors, and she is committed to supporting SMEs in developing growth and innovation strategies within UK OEMs and Tier 1 suppliers.



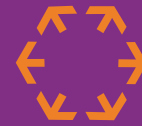
### Pamela Farries

Sustainability & Innovation Advisor

Pamela has a decade of experience helping aerospace supply chains innovate and stay ahead of industry trends. She can guide your business on sustainability practices, securing funding, and adjusting to new regulations.



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Drop us an Expression  
of Interest:





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Thank You!