



THE SME MANUFACTURER'S GUIDE

A one stop guide to solving your business challenges

Lack of time, rising costs,
missing skills and more.

**We understand how tough
it is for manufacturers.**

Inside this guide you'll find offerings to help your manufacturing business with a range of challenges from energy price hikes to accessing those hard-to-find engineering skills that will drive your business forward.

Client Testimonial

"We had such a positive experience working with WMG that we have subsequently recommended their factory optimisation tools and will continue to do so."

**Stephen Blythe, Business Manager,
Jaltek Systems Ltd**



As a manufacturing SME we know that every day is a juggling act.

From keeping production going, to managing cash flow, to ensuring customers are happy. It's often difficult to prioritise and find the time to make strategic plans.

Our business transformation team can support you to:

- Manage the innovation process
- Map every business process from end to end to identify areas of improvement
- Increase productivity, reduce waste and variation
- Optimise your factory to build capacity and meet customer needs
- De-risk investment in new equipment
- Review your supply chain to adapt and flex
- Determine the strategic priorities for the business
- Develop your people, mapping out skills and personal development requirements
- Identify and support promising individuals to lead projects and direct the business

Email **WMGSME@warwick.ac.uk** to find out more.

Client Testimonial

"We knew that excess heat was being given off by this equipment but didn't think about how we could capture and utilise it. WMG helped us see how relatively easy it is to recover waste heat and recoup investment in a very short timeframe. In the current climate of spiralling energy costs, I would recommend every manufacturer takes a look at the significant potential saving waste heat offers for their bottom line."

**Rick Davies, Engineering Director,
Sarginsons Industries Ltd**



With spiralling energy costs a big worry for businesses, we have launched a new service for manufacturers to better understand, reduce, and reuse their energy whilst improving processes.

With up to 5 days free support available we can help you:

- Understand specific issues you may have around energy usage by implementing energy and heat monitoring in the business
- Conduct energy efficiency workshops in the business
- Develop action plans and recommendations for how you can reduce energy consumption and recover waste energy

Business Energy Aid Toolkit

If you're struggling with your energy consumption, talk to us about our Business Energy Aid Toolkit. Our team of experts will work with you to measure, monitor and manage your energy usage resulting in reductions of up to 82%.

Email **WMGSME@warwick.ac.uk** to find out more.

Client Testimonial

"We've spent over 150 years in the industry. We know it well, however, we are looking to the future and need to use digital to continue to be innovative and competitive. WMG have the know-how in smart factories, and we got support that I wouldn't have got anywhere else."

**Daniel Robinson, Head of Finance,
Operations & I.T, Gordon Ellis & Co**



More and more SMEs are realising the benefits of embedding digital technology in their business.

Solutions do not have to cost the earth and can transform manufacturing processes and profitability.

Our digital experts can help you:

- Deepen your understanding of connected and smarter products
- Use digital twin technology to simulate and design new factory layouts
- Undertake a digital road map to establish where digital technology could add value
- Monitor your production and output via low-cost sensor and monitoring technology
- Embed automation in the business, whether you're new to this technology or wanting to improve on systems and robots you already have
- Manage and integrate data in the business, from the factory floor through to customer orders and stock levels
- Go paper free using low cost /cloud-based apps to manage business processes
- Maximise the potential of your existing ERP/MRP systems

Email **WMGSME@warwick.ac.uk**
to find out more.

Client Testimonial

"WMG helped us from day one, from building the prototype all the way to making sure the robot safely sticks to the wall and carries out its job efficiently. We have worked tirelessly over the last three years to make HausBots a reality. Going forward we hope to continue our work with WMG to make more robots for other uses that can reduce harm to humans."

**Jack Corne, CEO and Co-Founder,
HausBots Ltd**



Whether you are improving an existing product or creating a new one, we can help you with the following:

- Design thinking and usability studies
- 3D modelling using CAD, product visualisation and simulation
- Product optimisation and design for manufacture
- Product prototyping and low volume tooling development using ALM
- Materials testing and characterisation*
- Manufacturing processes**
- Process optimisation and assembly feasibility assessments

Email **WMGSME@warwick.ac.uk**
to find out more.

Taking a product from
conception through
to market involves a
whole range of expertise
and knowledge.

*We have expertise in metals, plastics, composites, coatings, nanocomposites and specialisms in electrochemistry and energy storage technologies, fuel cell and battery materials development

** We have expertise in advanced and novel manufacturing processes, including mechanical, chemical and thermal processes as well as surface coating, casting, forming, extrusion, embossing and moulding for a wide range of materials

Client Testimonial

"It is always a pleasure to work with WMG as they have experienced resource that can quickly absorb information and understand their customers' needs and challenges. WMG can then collaborate and provide their thoughts with a much wider view than the customer, which promotes new ideas."

**Richard Darlow, Operations Manager,
The Alternative Pallet Company Ltd**



Manufacturing SMEs are under increasing pressure to minimise their impact on the environment.

We all have a role to play in protecting our planet. We work with businesses to help them realise the additional benefits of decarbonising the workplace such as reducing costs, boosting reputation and meeting customer requirements.

Our Net Zero Innovation Network (NZIN) provides manufacturers with the opportunity to join a cohort of other similar businesses to share challenges and ideas in an open environment facilitated by WMG.

We offer workshops and best practice seminars to identify sustainability projects to be actioned in the organisation.

Typical Net Zero projects with businesses include:

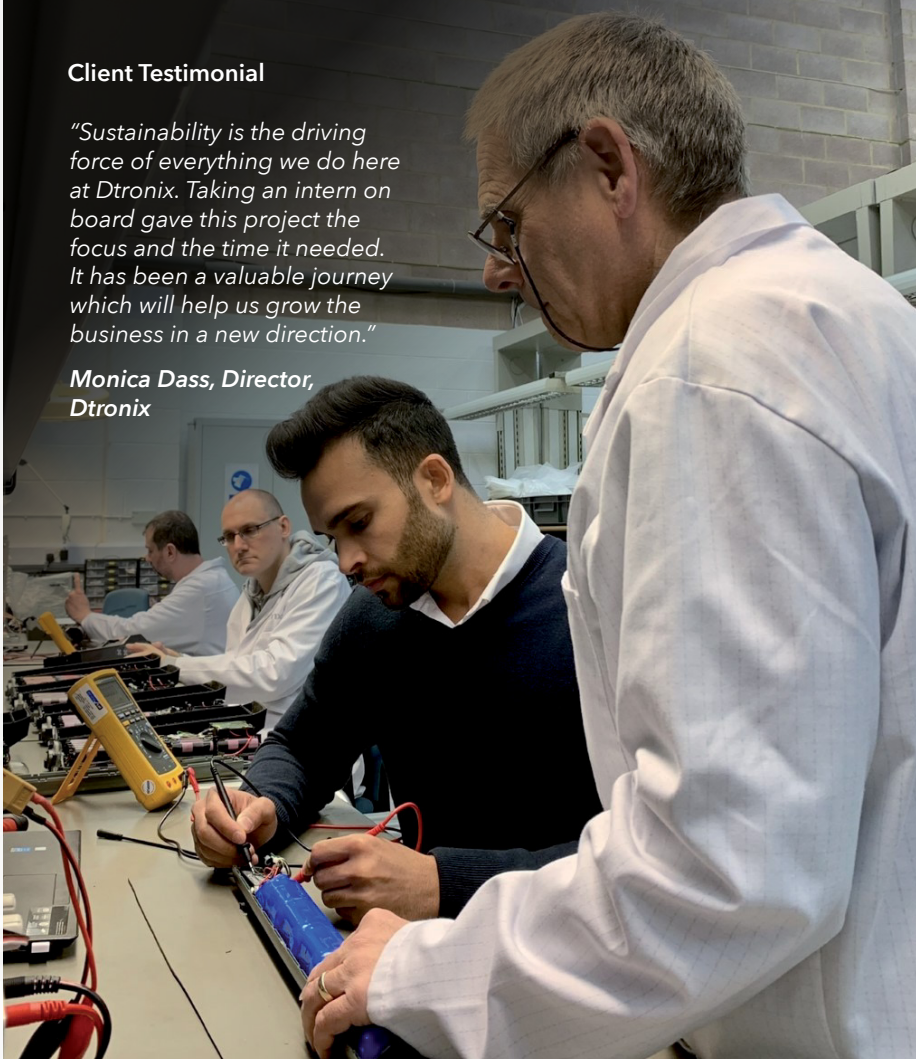
- Energy usage monitoring, using low-cost sensors and equipment
- Value engineering, identifying more efficient ways to make your products, whether through production layout or by re-designing or resourcing materials
- Waste reduction, identifying ways to minimise waste in the business using the 5R model
- Decarbonising the supply chain, pinpointing ways to minimise waste across your supplier network

Email WMGSME@warwick.ac.uk to find out more.

Client Testimonial

"Sustainability is the driving force of everything we do here at Dtronix. Taking an intern on board gave this project the focus and the time it needed. It has been a valuable journey which will help us grow the business in a new direction."

**Monica Dass, Director,
Dtronix**



Investing in talented people will help develop better products, increase productivity, and improve financial performance.

We help manufacturers de-risk the process of finding and recruiting talented engineers with the following programmes:

WMG Internship Programme

Access an engineering graduate to work on an important project in the business. Through the programme you will also benefit from WMG equipment and a dedicated technical supervisor.

Knowledge Transfer Partnerships (KTP)

Do you need help to develop a specific business case, such as?

- Increase sales and improve business turnover
- Increase productivity to improve business net margin
- Develop a new product or service to take to market
- Adopt new marketing ideas to boost your business

If so, then talk to us about **Knowledge Transfer Partnerships (KTP)**, a UK-wide Government programme that subsidises the cost of engaging with a university to address these key business challenges.

WMG Leadership Programme

A unique leadership programme specifically for manufacturing SMEs. Through the programme attendees access essential leadership and strategic know-how whilst understanding the role of innovation and new tech thinking as part of a leadership journey.

Email **WMGSME@warwick.ac.uk** to find out more.

Solving your Business Challenges



WMG can help you navigate the short and longer term challenges in your business, offering you the expertise, guidance, and equipment to make your life easier.

Whatever resource you require, WMG is the extended team you need, with expertise in:

- Net Zero Projects to reduce energy costs and emissions
- Product Creation
- Product Optimisation
- Materials Characterisation
- Process Optimisation
- Digital Twin Technology to simulate new factory layouts
- Digital Roadmaps
- Data and System Integration
- Robotics & Automation
- Smarter Products
- Supply Chain Development
- Supplier Development
- Factory Optimisation and Productivity
- Leadership & Strategy
- Managing the Innovation Process

If you want a partner to help you navigate the short and longer term challenges in your business, then WMG is here to help. We offer the expertise, guidance, and equipment to make your life easier.



WMG increases the level of innovation in manufacturing SMEs by introducing new technologies and techniques that can lead to **productivity and profitability improvements, new supply chain opportunities and new products and services being brought to the market.**

Our programmes are supported by regional funds and the High Value Manufacturing Catapult and often will not cost you more than your time and commitment.

Contact us today via

WMGSME@warwick.ac.uk

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