

# SUPPORTING YOUR BUSINESS GROWTH – WHAT HELP IS AVAILABLE?

#innovateuk14

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# SUPPORTING YOUR BUSINESS GROWTH – WHAT HELP IS AVAILABLE?

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MAS

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GrowthAccelerator

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# WHAT IS GROWTHACCELERATOR?

GrowthAccelerator is a £200m government-backed business support service delivered by private sector growth experts

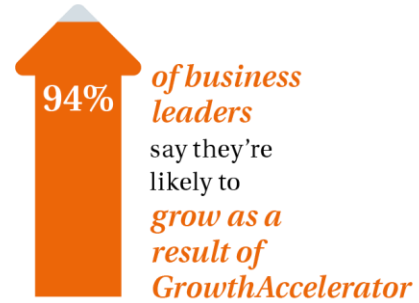
- Results focused
- Affordable
- Adds value
- Outcome driven

# 18,000+ SMES HAVE ACHIEVED HIGH GROWTH

## Location



## Business Development



## Access to Finance



## Leadership and Management Training



## Growth through Innovation



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# BUSINESS DEVELOPMENT



- Business planning
- Marketing strategy
- Organisational change
- Recruitment and people management

**Complemented by six ½ day workshops**

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# ACCESS TO FINANCE



- Access to specialist finance coach to support investment readiness
- Introduction to appropriate funders
- Access to GrowthAccelerator's Investor Relations team

**Complemented by a series of up to four full day Finance specific Masterclasses**

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# GROWTH THROUGH INNOVATION



- New product/service development
- Increase competitiveness
- Research and development grant funding application support
- Patents

**Complemented by a series of up to three full day Masterclasses**

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# LEADERSHIP & MANAGEMENT TRAINING



## Up to £2k grant per individual business manager/leader

- Self select training for business leaders to improve skills, knowledge & expertise
- Match funding – company must contribute 50% towards the costs
- Training must be focused on improving leadership and management skills

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# ARE YOU ELIGIBLE & SUITABLE?

## *Eligibility*

**SMEs**  
< 250  
employees

Max £40m  
turnover

(not part of  
larger org)

**Registered in  
England**

(restrictions  
apply for sole  
traders)

**Any sector**

**Any age**

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# WHAT IS YOUR INVESTMENT?

## **Package of Support valued at £3,500 + VAT**

Includes coaching, GROWTHMapper, Leadership & Management, Workshops & Masterclasses and Growth Community

### **To access the service, you pay:**

£600 + £700 VAT 1-4 employees

- **you receive a grant of £2,900**

£1500 + £700 VAT 5-49 employees

- **you receive a grant of £2,000**

£3000 + £700 VAT 50-249 employees

- **you receive a grant of £500**

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# SUCCESS STORY – SESAME ACCESS

## Sesame Access

Bespoke Wheelchair Lifts & Access Solutions

Turnover increased  
by 25% in one year

"We have gained so much from  
GrowthAccelerator.

The mentoring and training has been  
invaluable but it's also been a  
gateway to amazing export and  
efficiency support from UKTI and MAS."

Alison Lyons,  
Director of Commercial Development



## How GrowthAccelerator helped



Addressed gap in Sales & Marketing strategy



Increased brand awareness



Connected business with MAS & UKTI:

Improved production processes

Enabled international export of products

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# Thank you

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# THE MAS SERVICE

## What is MAS?

- Originally started by DTI to introduce 'Lean' into SME manufacturers
- MAS is a public sector business support programme funded by BIS (Department for Business Innovation & Skills)
- MAS is still focussed on helping SME manufacturers to improve their productivity and grow - Scope has developed Massively



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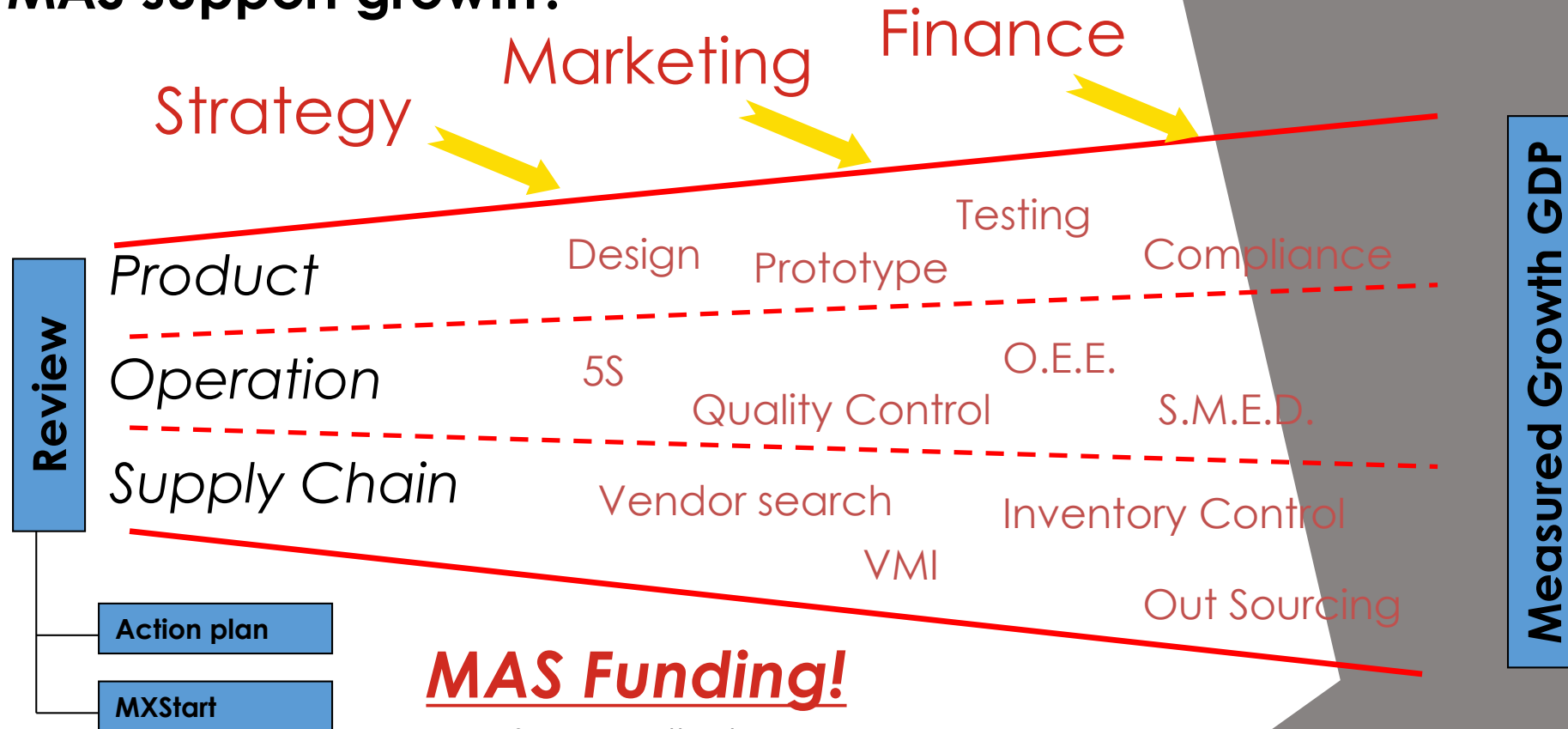
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# THE CURRENT MAS4 SERVICE

- A national service to all manufacturing businesses in England from 1st January 2012
- Built upon the foundations of a successful service
- Single common delivery model
- Nationally co-ordinated, locally delivered
- Increased scope and funding
- Managed by Consortium lead by Grant Thornton

# THE CURRENT MAS4 SERVICE

How can MAS support growth?



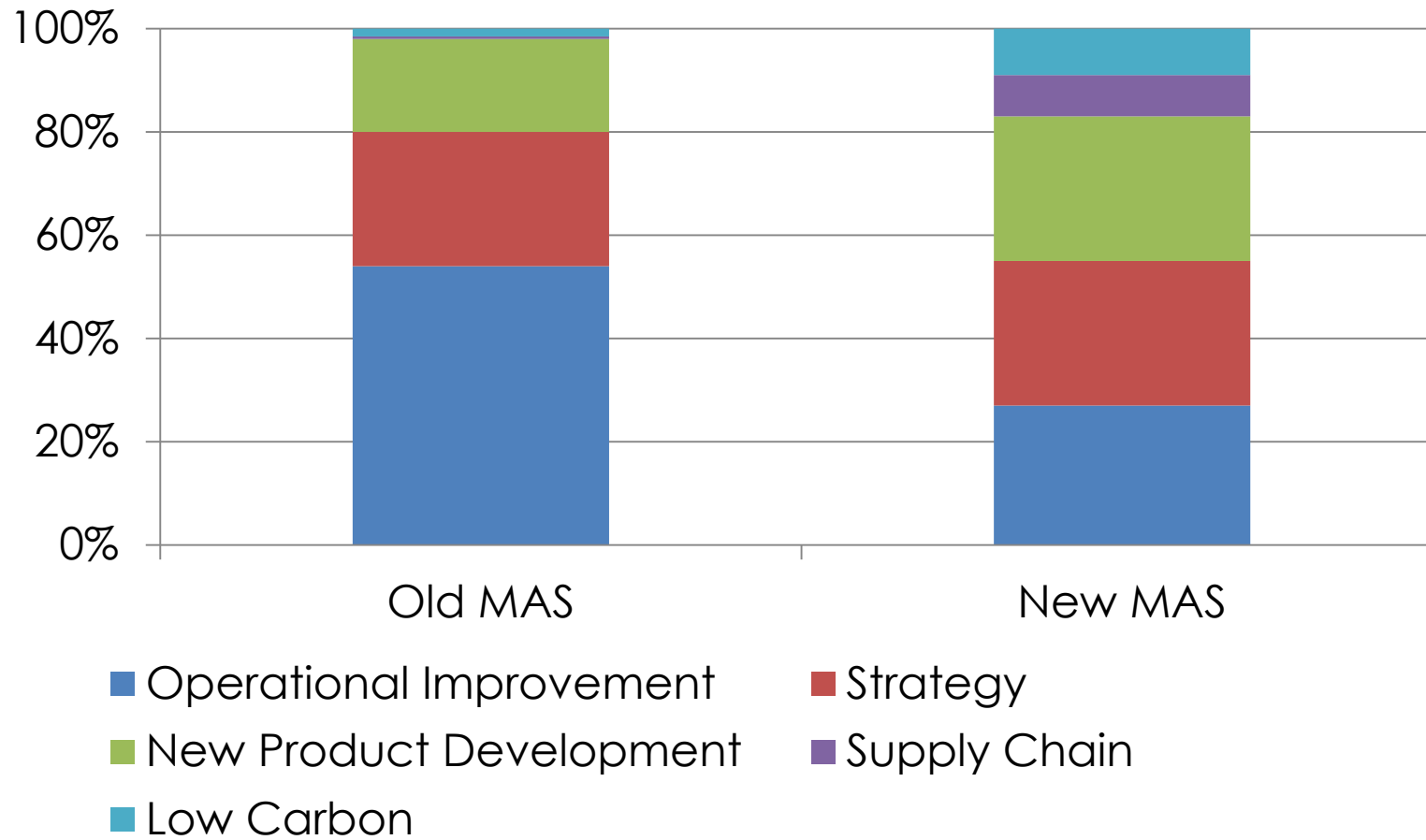
## **MAS Funding!**

- MAS or consultant
- Multiple projects (funded)
- Registered suppliers
- Can choose new supplier

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# GROWTH FOCUS



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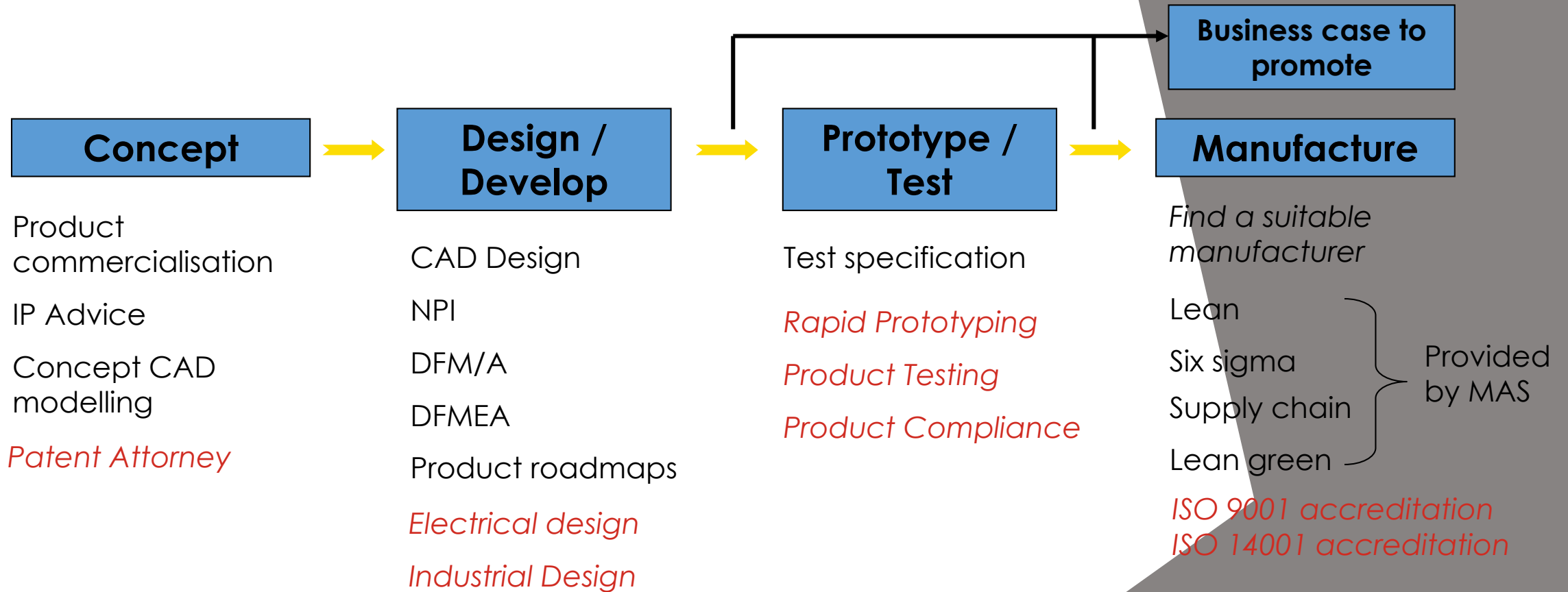
# THE MAS SERVICE

## **MAS achieves this through offering manufacturers**

- Free and impartial reviews of the business
- Subsidised in depth improvement projects
- Events – including training and best practice visits
- MAS Network

# NEW PRODUCT DEVELOPMENT

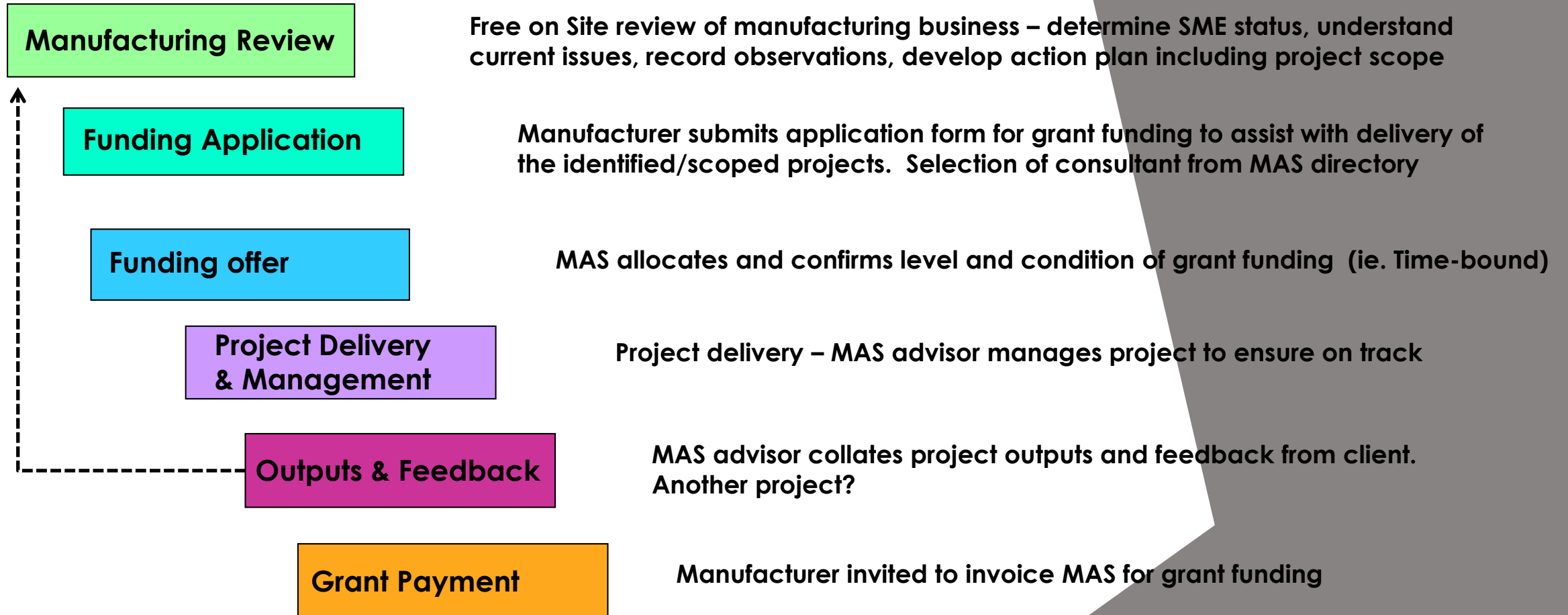
## How can MAS support SME product development?



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# STANDARD MAS GRANT?



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# LOFT LIFTER



CAD Modeling

Stress Calcs

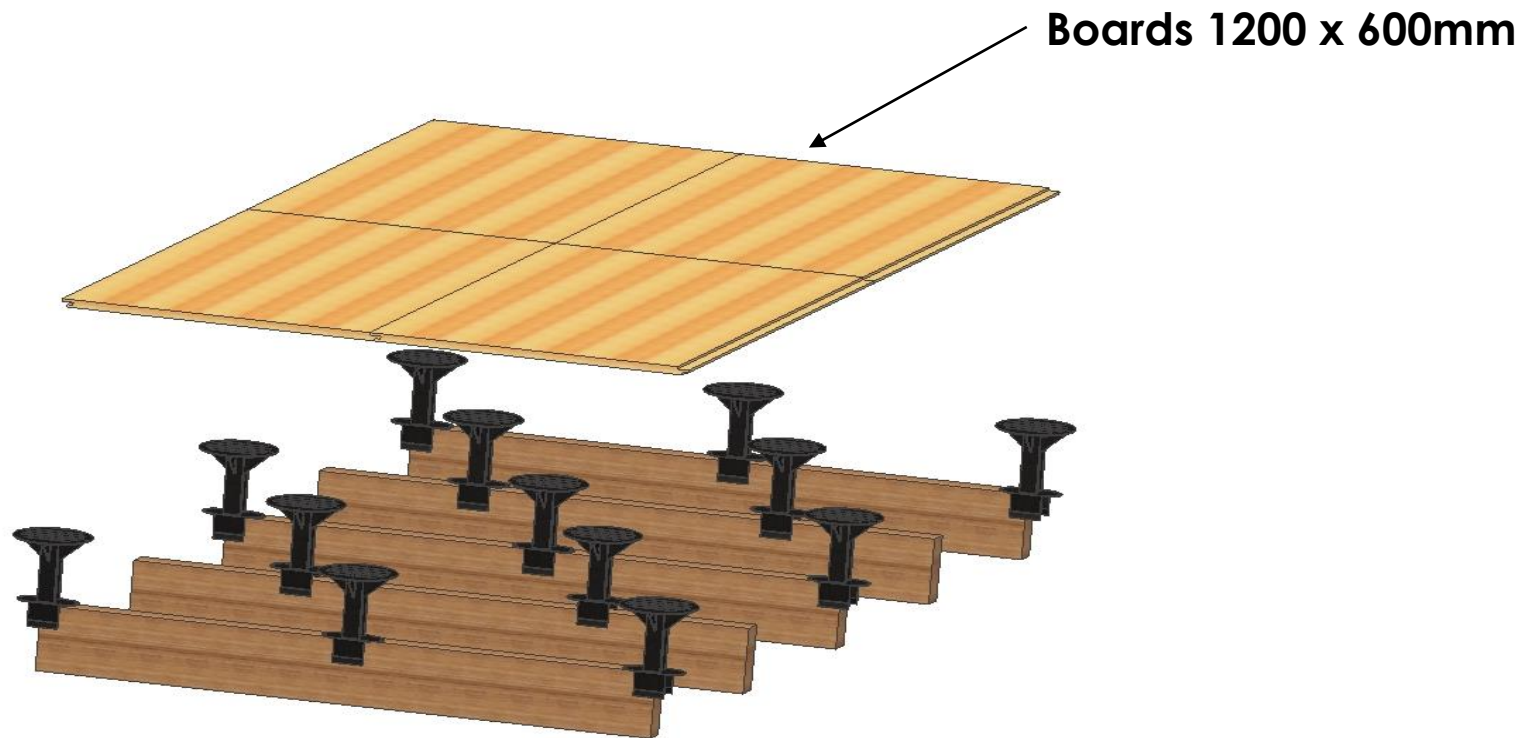
Patent Application

UK Manufacture

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# LOFT LIFTER



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# MORE IN DEVELOPMENT



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# SAFE SIP



Tooling

Prototyping

Investor introduction

UK Manufacture

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# ENT-ICE



Patent application

Design

Compliance - CE

UK Tooling /  
Manufacture

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# MORE IN DEVELOPMENT



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# Thank you

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