

# Projects Within Scope for Grant Funding

The following document provides details of the types of projects eligible for grant funding from the Manufacturing Growth Fund. Projects must result in one or more of the following business benefits: job creation, introduction of new products or services to the firm or market, improvements in productivity, and increased sales.

## Sales and Marketing

The following projects can help you develop a strategy to improve sales and the commercial performance of your business.

### Strategy

Business strategy to improve sales and commercial performance

Supporting the identification of new sales channels

Market opportunity reports for new and existing products

Market and product diversification strategies

E-Business strategy and E-Commerce

NOT ELIGIBLE: Generation / printing of marketing and sales collateral, lead generation, identifying sales agents (UK and overseas), advertising, public relations activity, and exporting.

## Operational Efficiency

The following projects can help you minimise waste, improve productivity, increase profitability, and add value for your customers.

Value Stream Mapping and Process Mapping

Waste Reduction

5S and Visual Management

Six Sigma and Quality Improvement

Team Building

Improving Layouts, Space Utilisation and Cellular Manufacturing

Measures and Key Performance Indicators

Overall Equipment Effectiveness (OEE) and Single Minute Exchange of Dies (SMED)

Reducing Work in Progress (WIP) and Stock

Delivery Improvement

Total Productive Maintenance (TPM)

NOT ELIGIBLE: Anything relating to salary substitution (sub contract activity).

## IT / Software

ERP / MRP, CAD CAM

Simulation

Generating process specifications

Bespoke development for software integration

e-Commerce web and system development

## Systems

The following projects can be delivered to help you introduce and integrate new systems within your business.

## Quality and Standards

ISO 9001 & 14001, BRC, SALSA

Industry specific supply chain programmes such as SC21, TS16949

## Finance

Establishing financial metrics, controls and systems

Measuring and analysing costs of manufacture

Acquisition of additional UK based business

Consultancy to develop business plans with financial modelling

NOT ELIGIBLE: Selling your business, preparing annual accounts, statutory financial requirements, tax and VAT.

For more information visit [www.manufacturingnorthwest.com](http://www.manufacturingnorthwest.com)

## Innovation

The following projects can be delivered to help you introduce new products and to develop skills that will drive innovation within your operation.

## Patents and Intellectual Property

Patent search activities

IPR search and interpretation

Consultancy to support licensing and franchising agreements

NOT ELIGIBLE: Any other intellectual property fees, patent filing application fees, renewal costs, legal mediation, IPR not owned by the applicant.

## Design

Consultancy to improve product design

Design for manufacture and assembly (DFMA)

Product development consultancy

Rapid prototyping to support advanced manufacturing

Material selection

Ideas generation

New product introduction process

Design specification development

Subcontract CAD design and drafting

Tooling Design – Bespoke / product specific

Testing to market requirements

Finite Element Analysis, Robotics / Automation

External prototype services

NOT ELIGIBLE: Off the shelf tooling (e.g. drills), client purchased material, legal mediation, renewal of certification.

## Developing and Embedding New Skills

In company bespoke training on an advanced manufacturing process or technology.

Skills development for ICT – e.g. CAD training

NOT ELIGIBLE: Supporting open training courses, NVQs, apprenticeship costs, standard ICT skills (e.g. Microsoft Word, Excel, PowerPoint), any statutory requirement.