

WMG SME Group

Manufacturing support for businesses that want to grow

WE CAN HELP YOU:



Learn how to use **digital technologies** and **process optimisation techniques** to help improve your productivity



Compare options for layout of **new or optimised production processes**



Develop **effective business models** that allow you to identify new ways to **generate revenue**

During a diagnostic meeting we will explore how we can work together to grow your manufacturing business.

Whether you need help to create a strategic way forward in manufacturing, or want to focus on a particular productivity challenge - we have a proven track record of helping SMEs grow faster!

Typical examples include:

- ▶ Helping you to identify opportunities to use data to make better decisions faster
- ▶ Discovering how to best manage your inventory and operations based on your customer profile
- ▶ Evaluating the impact of investing in new equipment or layout changes
- ▶ Embedding a new way of working that uses data and people to improve performance
- ▶ Highlighting how to use existing capabilities to unlock new revenue streams

All of these can be achieved through collaborative research and development projects, access to WMG expertise and knowledge transfer schemes.

Contact us to find out how we can help your business:



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Success story:

Samuel Heath & Sons Plc

Samuel Heath & Sons Plc design and manufacture premium quality taps, showers, bathroom fittings, architectural hardware, and door closers at their factory in Birmingham.

The challenge

The management team at Samuel Heath were seeking to switch to a 'make to order' model with smaller batch volumes which aligns with customers' individual needs, away from the more traditional 'make to stock' production model. Many of their processes are manual with data held in different databases, and managed in different ways. Samuel Heath saw the potential for digital technologies to help them.

The solution

Our team of experts supported them via our Digital Innovation for



Manufacturing (DI4M) programme. Through a series of hands-on workshops, the management team mapped out their entire process end-to-end, showing the flow of materials and information.

Together, we created a digital roadmap with operational and strategic recommendations for how the company can make their data more accessible and analyse it in meaningful ways to make decisions more rapidly. We also suggested approaches to help them shift to make-to-order, including the right skills to cope with the changing direction of the business.

The impact

As a result of learning from the DI4M programme, Samuel Heath hosted two WMG internship projects in summer 2019: one looking at machine monitoring using computer vision techniques to record the plating process settings in a database and notify personnel of any issues; and the second using this data to automatically dose the chemicals in the plating line, reducing chemical usage and ensuring consistent product quality.

Martin Harrison, Manufacturing Director at Samuel Heath said: **"We discovered that we had the capability to deliver many of the improvements in house, but needed guidance as to how to plan the transformation. We are now all extremely excited to grow this new area of our business with the assistance of WMG".**

