

Ayrshire Engineering Alliance Member Meeting

Summarised notes of meeting held at the UWS Ayr, on 09th August 2018

In attendance: -

- Simon Foster – Spirit (Chair)
- Jim Wilson – Wallace McDowall (Board)
- Steven Edmund – AmpControl (Board)
- Jimmy Burwood – Burnhouse Engineering (Board)
- Alison Somerville – Dustacco (Board)
- Mark McKell – Omnitool (Board)
- Iain McGachie - AEA
- Angela Collier – South Ayrshire Council
- John Munro – Truline Engineering
- Derek Neilson – AmpControl
- Alan Roseweir – Strathclyde Uni
- Iain Wham – Innovec
- Michael McCormick – Hyroklear Services Ltd
- Chris Hepburn – Ayrshire Precision Engineering
- Alex Blyth – Blyth Engineering Services
- Sigma Electronics
- Heiko Lichtblau – Egger (UK) Limited
- Richard Steele – Twinturn
- Ronald Steele - Twinturn
- David Wilkinson – Launch
- Martin O’Neil – J&D Pierce (Contracts) Ltd
- Richard Longmuir – Launch
- Calum McPhail – South Ayrshire Council
- Iain Robertson – North Ayrshire Council
- Robert Cowan – SMAS
- Scott Sinclair – Revolution Partners
- Val Russell – Ayrshire Chamber of Commerce & Industry
- Jim English – Revolution Partners
- Alison McEvoy – McEvoy Engineering
- Gillian Cameron – SDP
- Zoe Fance – Ayrshire Council Procurement

Item 1: Welcome, Introduction, Safety Briefing

Welcome from Simon, introductions in room and agenda from Iain.

Item 2: Apologies

- Stewart McKinlay University of Strathclyde
- Robert Dow GSK (Board)
- Malachy Ryan Alan White Design

Item 3: AEA Strategy/Direction for 2018-2020 – Iain McGachie

- Vision of where AEA can add value, proposal for new website design
- Building an informative members database is key to ensuring we maximise opportunities coming from national agencies and regional project teams (e.g. Ayrshire Growth Deal) to position Ayrshire as an engineering service solution as well as identifying gaps in Ayrshire capability and having these organisations help close them.
- Aims to work on an Ayrshire procurement strategy and plans to put AEA Board members into key teams such as the proposed Regional Ayrshire Pathfinder/Growth Deal Board to ensure member needs in mind for regional projects (e.g. Spaceport etc)

- Communications plan, next 6 months plan and challenge to membership to promote AEA across peers to build momentum of group

In summary AEA plan for 2018-2020:

- **To build a strong membership base of Ayrshire Engineering companies - facilitate growth through regular consultative communication forums and media**
- **To develop a “Buy Ayrshire” procurement strategy - encourage large local businesses/ government enterprises to source locally and AEA members to source within the group**
- **To be the “Voice of Ayrshire Engineering” - provide a single point of contact for government organisations to consult with engineering industry and vice versa**

Item 4: Public Contracts Scotland / Supplier Development Programme – Gillian Cameron

- Limited knowledge of SDP in the room. Aim of SDP to help Scottish companies find and win public sector contracts and be ready to tender for opportunities in/out of Scotland
- Criteria for joining SDP is to be Scottish SME, third sector company or charity, businesses can register for free and attend free training
- Supplier register means companies can find additional companies potentially work
- Talked through range of training modules available
- SDP shared a link on their procurement guide:
<https://www.sdpscotland.co.uk/resources/procurementguide/>
- Since 2016, buyers have to publish much more information when seeking suppliers – including strategies, contract registers etc. Database of standard information that is likely to be requested, so suppliers can have these as a database as a reference if likely to be submitting tenders on regular basis, also to emphasise that quite a lot of information is needed to be tender ready
- Ensure that company promotes case studies, activity in the area, community benefits are of increasing interest to public sector
- Highlighted common mistakes in tendering. Come end Oct, new EU legislation coming in that means suppliers can upload certifications etc once to streamline process

Item 5: Break Out – Questions for Members/Food

- **Q: What is business challenge in next 3 months (set agenda for next members meeting)**
- 1) People - Recruitment, skilled people, obtaining & retaining good quality people, skilled labour, staff issues, skills recruitment, welders, accounts admin, involvement with colleges (HNC accounts)
- Others - Identifying potential customers, getting capabilities known, cost of filing patents, more local contracts, develop business/increase turnover, moving to larger offices, capacity, winning public contracts, achieving targets in relation to Scottish index of mass deprivation (most deprived students), establish ambition for Industry 4.0/enabler for new market opportunities.
- **Q: What is business challenge in next 12 months (challenge for AEA board)**
- 1) People - skilled people, skills, skilled labour, staff recruitment, attractiveness the next generation into engineering as a career, recruiting staff with correct skills,
- Others - Inward investment within Ayrshire, Long Term pipeline, affordability business & manufacturing premises, productivity/cost, steel prices & availability, reliability of supply chain, identifying clear customer needs & preparing for delivery, continuous work through 2019 on even flow/no peaks/or falls, better understanding of grants & funding

available, increase sales/improve business contacts & customers, quality sales requiring ISO9001.

- Those highlighted in red were touched on in AEA strategy presentation or on the night through presentations.

Item 6: Presentation – Ayrshire Councils Procurement – Zoe Fance

- Overview that SNP government coalition are keen to increase local spend and how corporate procurement are working with Economic Development to try and increase local company inclusion
- Encouraged companies to profile themselves to EAC, SAC, NAC procurement teams
- Highlighted [Procurex](#) event coming up to encourage companies to register for the 'Ayrshire' zone
- Highlighted SXL frameworks applicable to engineering companies. Companies should look at PCS and SXL to see when these frameworks are coming up for renewal to get tender ready with support from local authority business support programmes and SDP
- Highlighted the local procurement guide that SAC have published (also contains contacts for EAC and NAC): <https://www.south-ayrshire.gov.uk/procurement/publications/sac%20-%20procurement%20information%20-%20bg%20-%20vjun18.pdf>

Item 5: Additional minutes/Q&A

- Question (Jim English): Raised that there was an old website and did Iain know about it?
- Answer (Simon/Iain): Talked through how the old website was revised and the membership database was validated with councils and updated/added to
- Industry 4.0 survey likely to come out from Revolution Partners via AEA

Item 6: Date of Next Meeting

- October 11th or 18th 2018, venue TBC

Item 7: A.O.B

- Free ADS events 20th September to meet with Airbus for 1-2-1s on space supply chain. Information [HERE](#)