Unlocking Potential: Discovering Invest NI's Support Programs for Business Success

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Clive Stewart

Supply Chain Resilience &
Development Solutions Manager

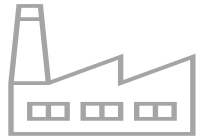
Business Challenges

Supply Chain

Skills

Sustainability

Digitalisation



Operations

Reliability

Growth/ Capacity

Sustainability

Adoption

Factory Performance

Profitability

Wide Range of Support Available

https://www.investni.com/support-for-business

Unlocking Potential: Driving Business Success

Slido Questions 1-3

How Can we start addressing these challenges?

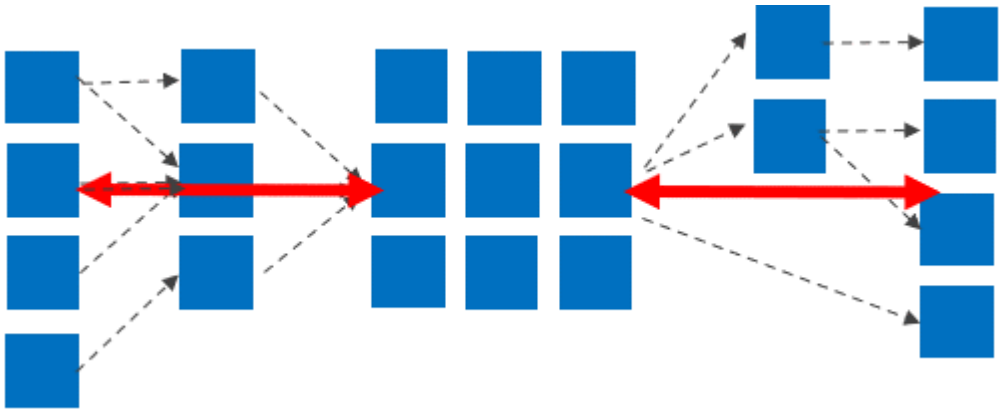
What Support is available

Q1 - Company size

Q2 – What issues are you facing that you would most benefit from support on? (Please submit key words)

Q3 - What are the most significant productivity constraints or challenges you are experiencing? (Please rank the options below from 1 – 6, with 1 indicating the highest ranked)

Value Chain Optimisation



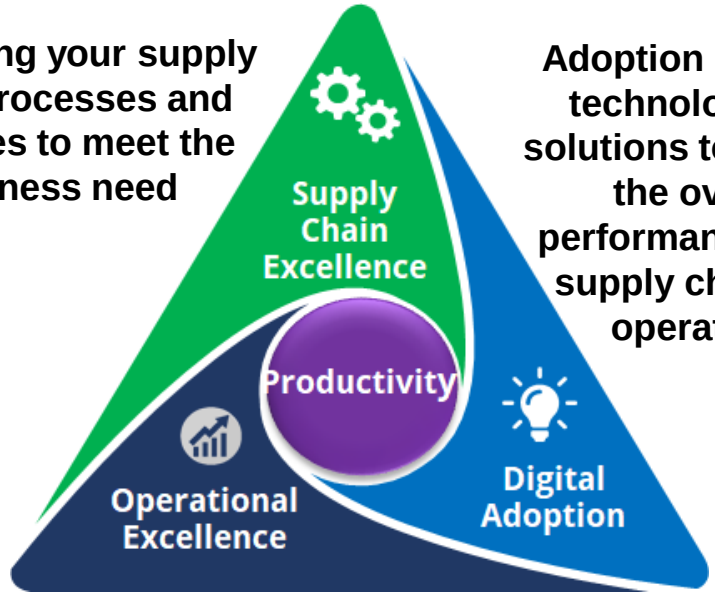
Plan | Source | Make | Deliver

Return

Enable

Need to look at opportunities across the end-to-end Value Chain

Optimising your supply chain processes and practices to meet the business need



Adoption of digital technology and solutions to improve the overall performance of the supply chain and operations

Optimising your operational processes and systems to improve productivity

Supply Chain Excellence

Supply Chain Focus

Minimising stock **reduces working capital**

Materials availability critical to **operational efficiency**

Controlling material costs contributes to **improving profitability**

Environmental - Supply chain contributes to Scope 1, 2 & 3

Typically, over 50% of Cost of Sales are in Purchased Parts

Supply Chain Resilience & Development Service

(Supply Chain Solutions)

Changing Landscape for Businesses

Increased emphasis on the supply chain

Risk to the Competitiveness & Growth of your Business

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Who We Are

Team of experienced Supply Chain Professionals

What We Do

Develop the supply chain capability of businesses to:

- **Improve their resilience**
- **Enhance value**
- **Reduce risk**
- **Improve competitiveness**

Driving Productivity

What we look at

Results

- Revenue
- COGS
- Overheads
- Cash
- Delivery
- Quality

MRP and Digitisation

Sustainable Supply Chain

Supply Chain Opportunities

Service is free to companies participating in the programme
(eligibility criteria apply - >£100K spend)

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How we do it - Building Resilience & Capability

Industry Expertise
SC Advisor support

Key Worker Financial Support

Step 1- Scoping

Step 2 – Delivery

Step 3 – Support for key worker

Complemented by training, coaching and mentoring companies to deliver sustainable supply chain improvements & build capability

Changing the Supply Chain Mindset

Transactional Focus

Strategic Focus

Engagement model: ONE : MANY : ALL

Webinars, Tutorials, Case Studies, Conference

Supply Chain Master Classes, Regional Workshops

Direct Client Engagement

Creating Supply Chains fit for the future, capable to enable/deliver growth

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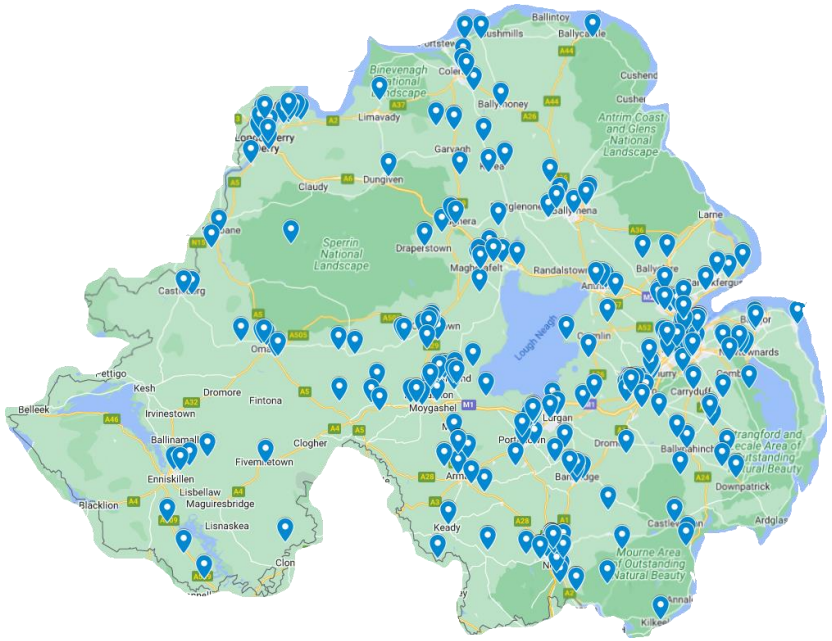
What Impact do we have



Programme evaluation – Feb 2023

Benchmarking analysis - **“leading among international comparators”**

82% saw enhanced supply chain resilience in their business

- Cost Saving or Avoidance
- Inventory Optimisation
- Supply Chain Process Improvement
- Reshoring or local sourcing
- Supply Chain Business Growth
- Supply Chain Risk Reduction
- Non Quantifiable Benefits

Main Improvement Themes

Company engagement

Delivering Return On Investment

Financial benefits delivered to NI businesses

Capability Development

Supporting Regional Balance

Active Supply Chain improvement projects ongoing

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Supply Chain Checklist

Self Assessment checklist to support you with improvement opportunities

Businesses need to ask some critical questions of their supply chains and while some may seem obvious, getting clear answers can often prove challenging. Use this checklist to identify possible opportunities to improve your supply chain resilience.

Step 1
To identify the immediate risks to your supply chain and business, consider the following questions and answer either **YES** or **NO**. Where you have answered **NO** this might identify opportunities and potential actions you need to consider to protect your supply chain.

Risk Management:	YES	NO
Do you understand the implications to your business if one (or more) of your suppliers are unable to deliver product to you?	✓	
Do you know where your raw materials / parts / purchased products are coming from?		✓
Have you mapped your supply chain (key suppliers) to identify the locations and movements of your procured goods / raw materials?		✓
Do you know how your suppliers (and their suppliers) are being impacted by current global issues?		✓
Do you know what the logistics route looks like for your supply chain?		✓
Have your significant suppliers undertaken a similar assessment of their supply chain?	✓	
Have you reviewed contracts with critical suppliers – liability (i.e. supply shortage / delivery), contingency, operational continuity clauses, duty cost and other taxation liabilities?		✓
Have you considered how current global issues including Covid-19 and EU Exit will affect existing / future contracts – rebates, consignment stock, payment terms etc.?	✓	

Risk Mitigation:	YES	NO
Have you identified risk mitigation actions?	✓	
Have you identified contingency supply options (i.e. are there alternative suppliers and / or manufacturing facilities that could be called upon) and if so, do you know how quickly and at what cost?	✓	
Have you reviewed all your suppliers?		✓
Are alternative transport / logistic routes available?	✓	
Have you a process to monitor future pandemic hotspots in your supply chain to mitigate future disruptions?		✓
Have you thought of business continuity / contingency plans if there is a future wave of a pandemic / a limited-warning notice of return to lockdown conditions?		✓

Step 2
To start thinking about actions that need to be addressed in preparation for recovery, consider the following questions and answer either **YES** or **NO**. Where you have answered **NO** this might identify opportunities and potential actions you need to consider to build resilience into your supply chain and conserving cash.

Inventory Management:	YES	NO
Have you contacted customers to establish future demand / requirements?	✓	
Have you identified existing inventory levels, particularly key inventory, components, parts etc.?	✓	
Do you know if you are carrying too much inventory?	✓	
Do you have a process in place to minimise the cost of carrying too much inventory?	✓	
Have you identified components and raw materials that will have the highest impact on revenue / cash?	✓	
Do you effectively manage your inventory to prevent over-stocking / stock-outs?		✓
Have you identified proactive actions to address potential / anticipated shortages?	✓	

Supply Chain Management:	YES	NO
Do you have contracts in place for key suppliers?		✓
Do you have Key Performance Indicators (KPI's) and Service Level Agreements in place for your key suppliers?		✓
Have you looked at opportunities to retender your purchases?	✓	
Have you implemented a structured cost reduction programme across purchased goods and services?		✓
Do you understand the key costs in the business and which can be influenced? (i.e. bundle of communication services, service contracts, consumables, stationery, food etc.)	✓	
Have you reviewed how much you spend per supplier, rationalised your supply base?	✓	
Have you consolidated purchases to leverage additional cost reductions / supply?	✓	
Is there an opportunity to leverage collaborative buying power?	✓	
Have you looked at opportunities to collaborate with other businesses to reduce your distribution costs?	✓	
Have you looked at how you can forecast more effectively?	✓	
Do you have an adequate IT system and do you use it effectively?		✓
Have you looked at opportunities where you could work with your customers to take cost out of the product / service?	✓	
Have you identified and evaluated re-shore or near-shore options to enhance your supply chain?	✓	

Checklist

How to get support

https://www.investni.com/support-for-business/supply-chain-solutions

Open call until Oct 25th

Creating Supply Chains fit for the future/capable to deliver growth

Speak to one of the team if you would like specific follow up support

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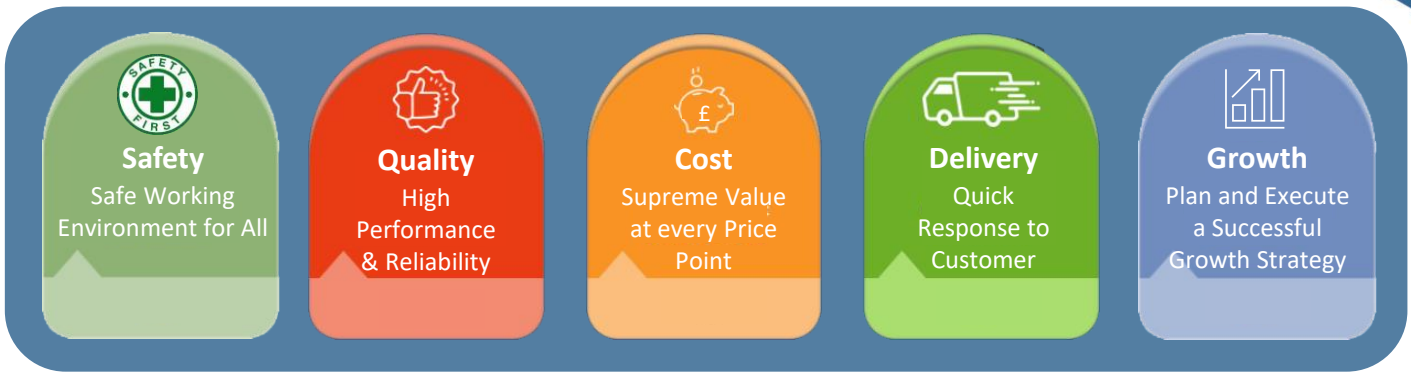
John McClune

Operational Excellence Manager

Operational Excellence Solutions

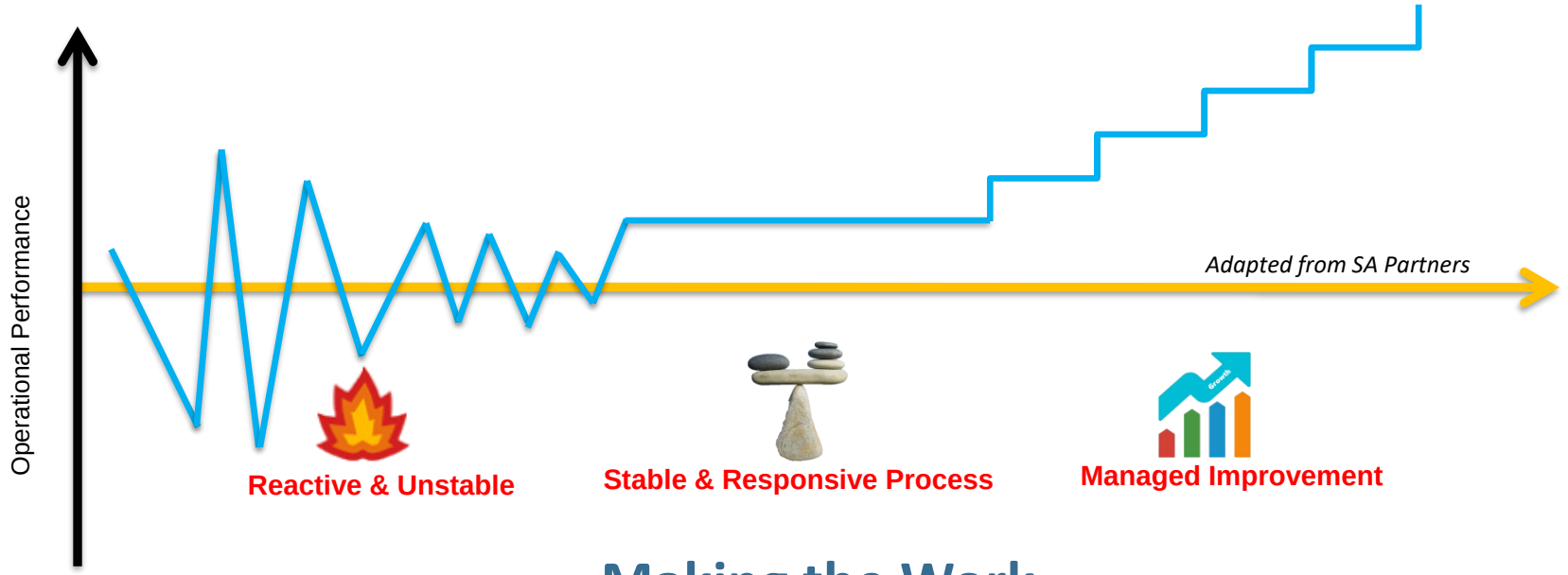
Builds the capability of NI businesses to deliver quantifiable and sustainable improvement to their operations to uplift productivity & competitiveness.



Building Capability:

Awareness
Training
Mentoring
Coaching

1-to-Many
1-to-1



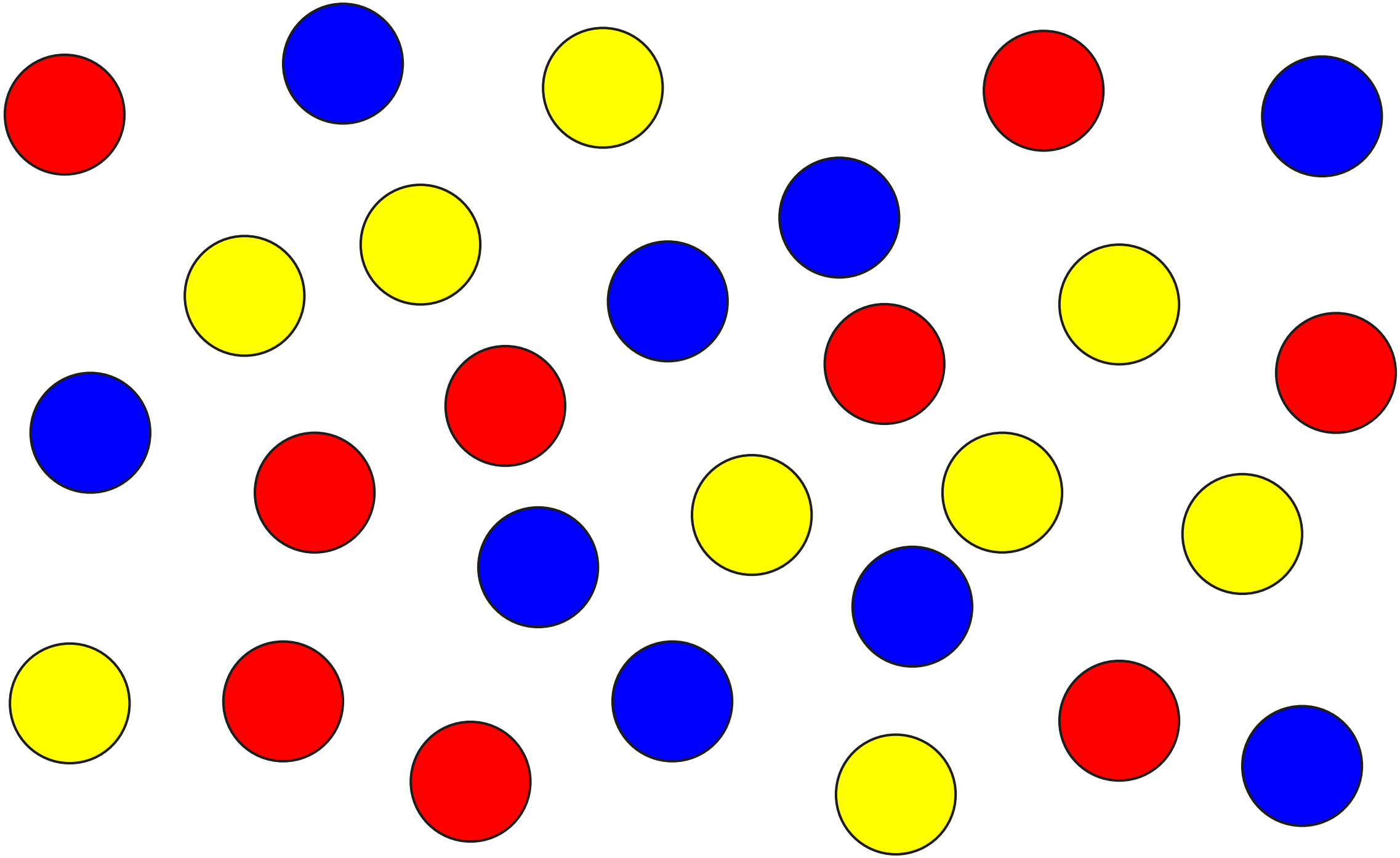
Making the Work

EASIER - BETTER - FASTER - CHEAPER

CCC Ltd. work is Counting Circles and Colours

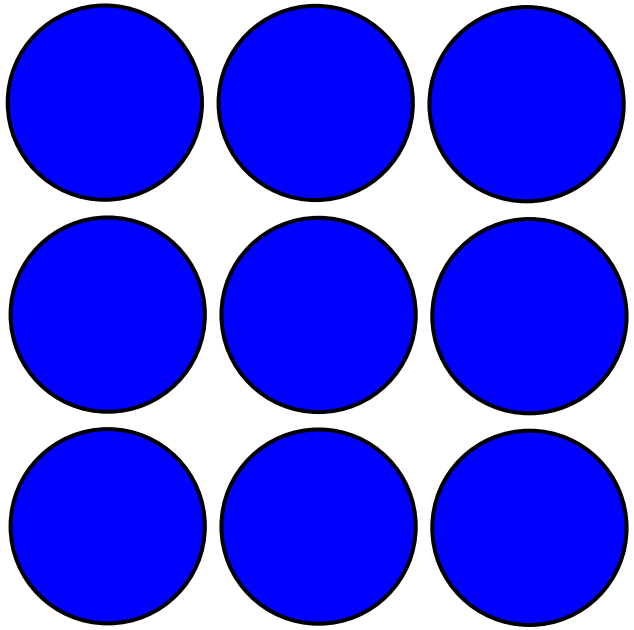
How Many Colours?
How Many Circles?

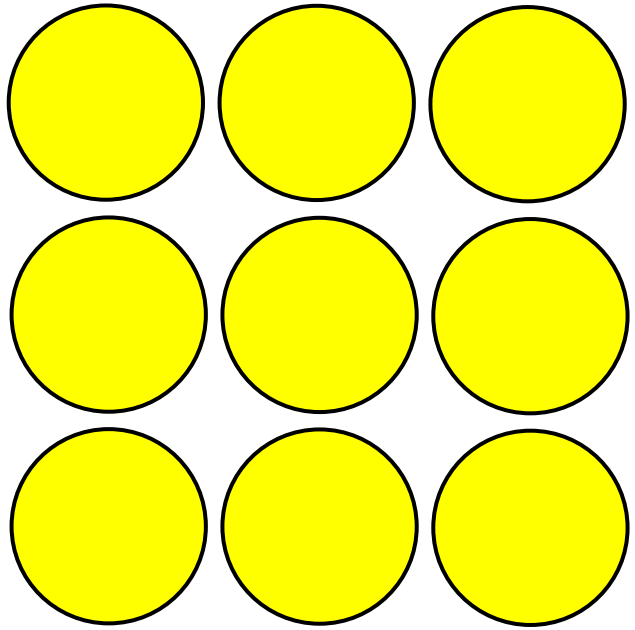
5 seconds to complete

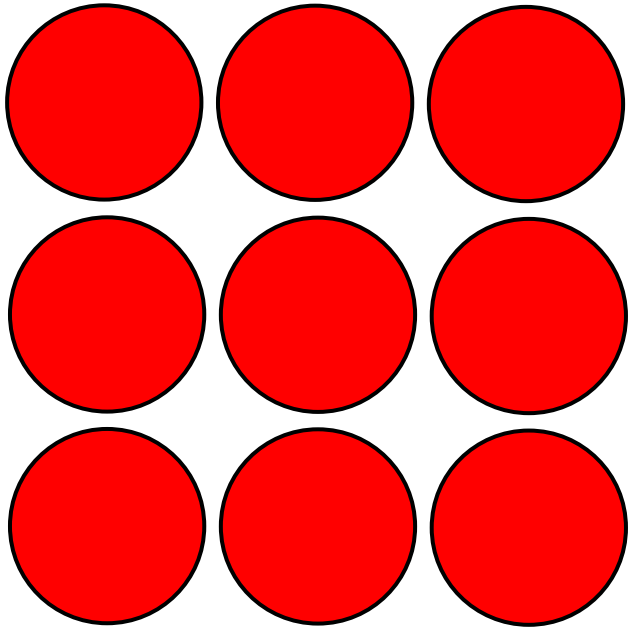


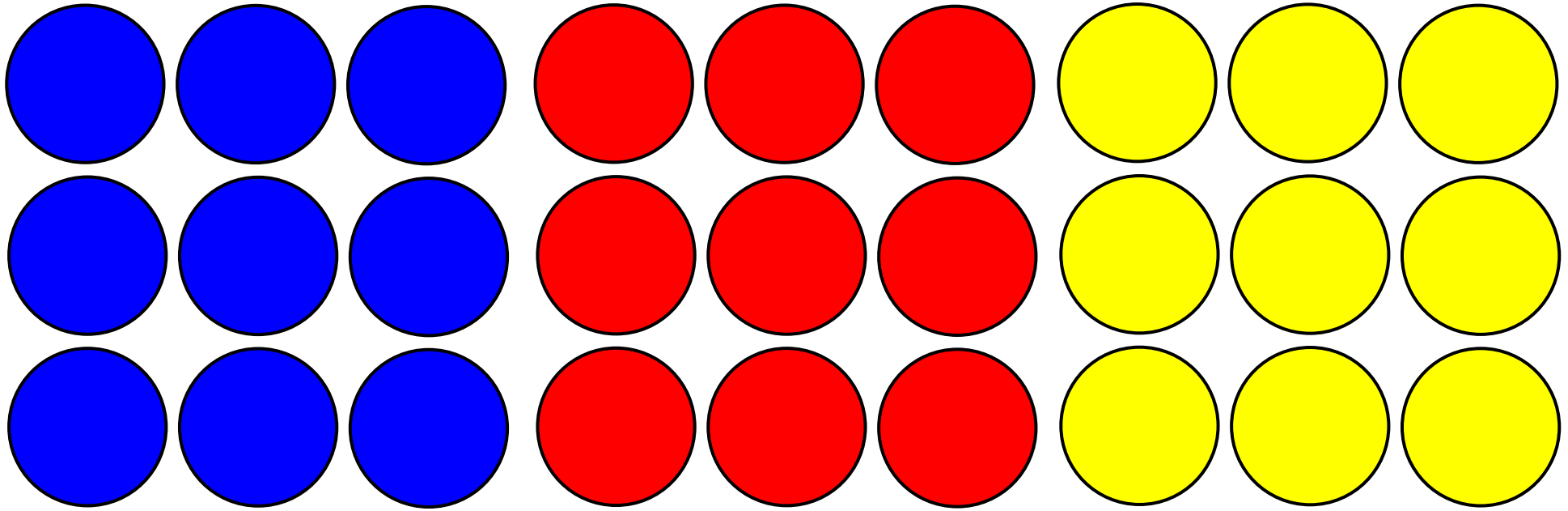
How Many Colours?
How Many Circles?

5 seconds to complete



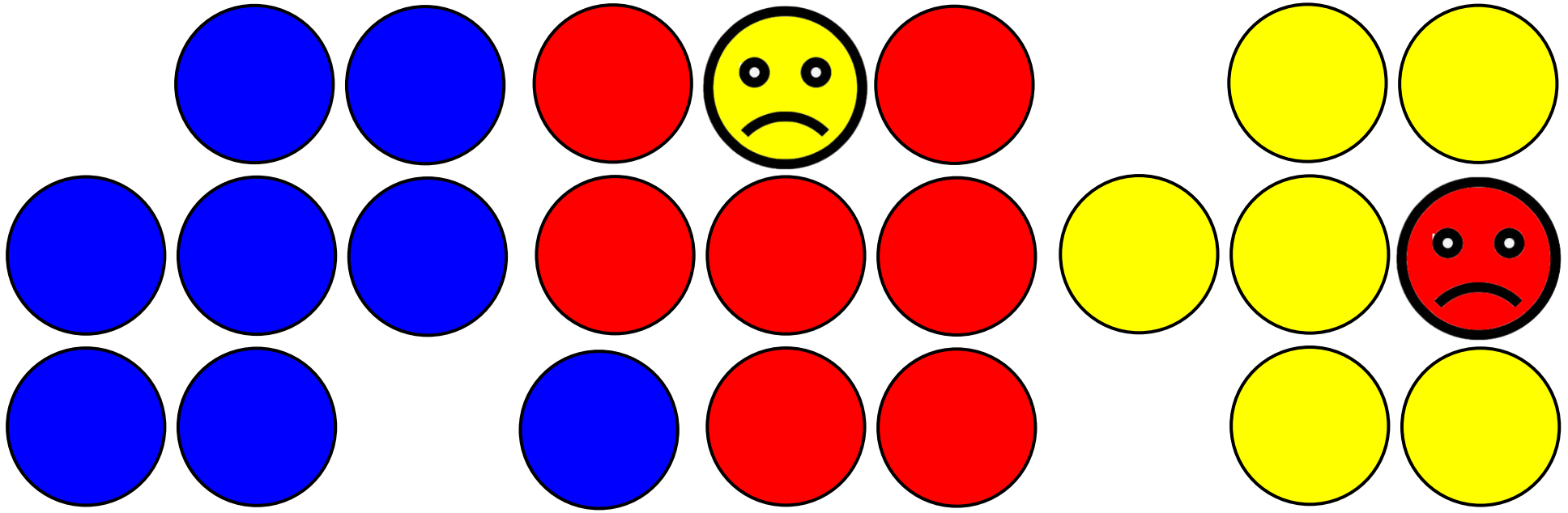






EASIER – BETTER – FASTER – CHEAPER

Space Utilisation?
(+60%)



In absence of system, process or appropriate culture, changes / improvements can quickly unravel!

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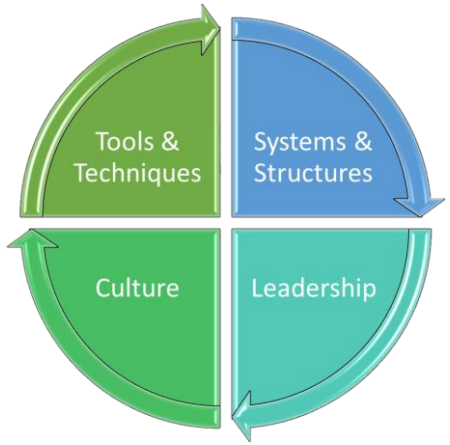

OPEX Productivity Escalator

- Lean Leadership & Transformation
- 1-to-1 Project support (Tactical + Strategic)
- Advice, Guidance + Capability Development
- Regional Networks + Best Practice
- On-line resources (Self-Help)

160+ years leadership experience across Operations, Supply Chain, Project Management, Continuous Improvement, Change Management

opexquery@investni.com

Environmental – Operational Excellence contributes to Scope 1, 2 & 3

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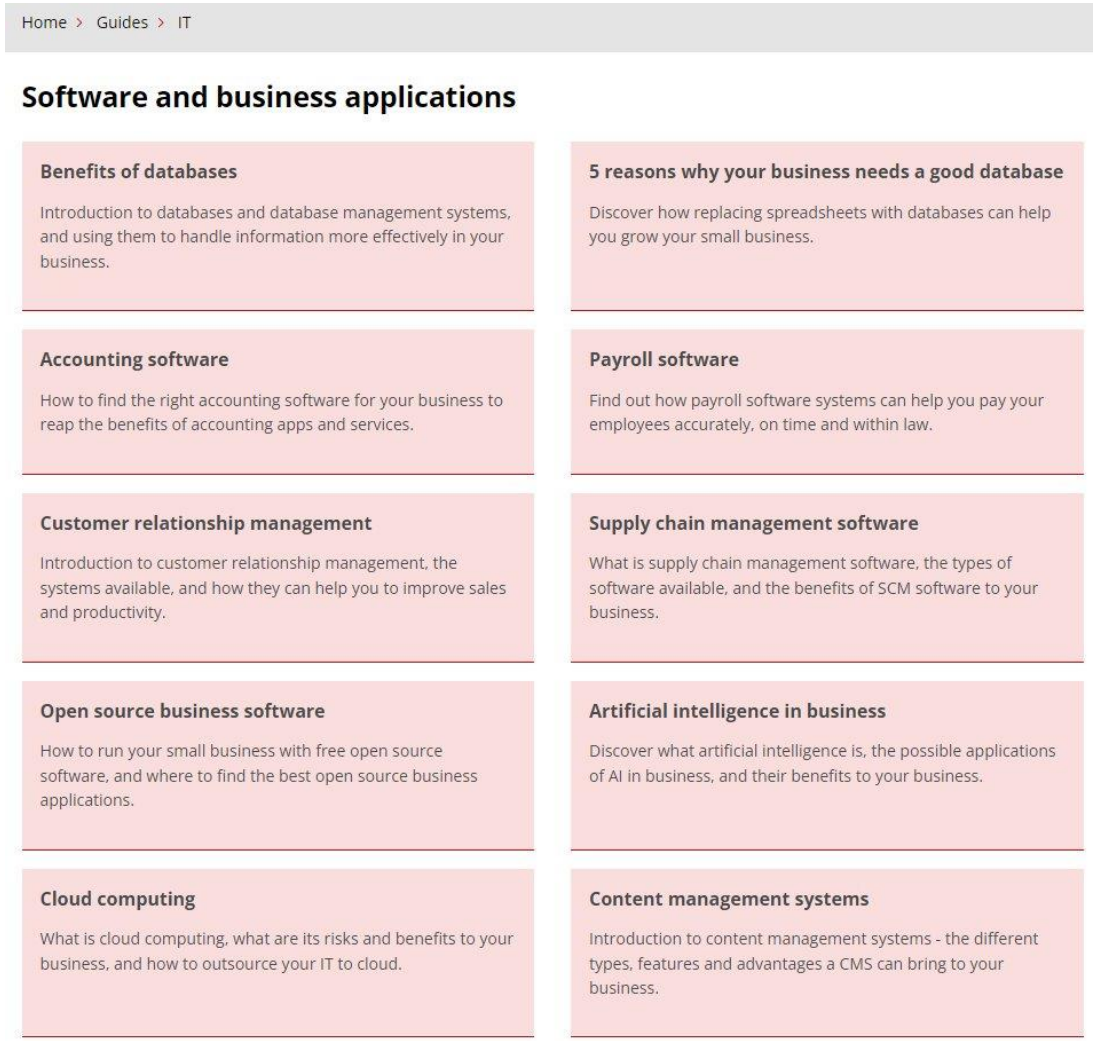
Nick Martin

E-Business Advisor

E-Business team - Financial and Advisory support

- Provide 1:1 ICT advice to 400 businesses per year
- Maintains 288 IT factsheets and guides on nibusinessinfo.co.uk website
- Offer MIS grant support to an average of 120 of our customers per year
- Each year MIS offers support towards over £5M of digital process innovation investment by businesses implementing various ICT solution

Nibusinessinfo.co.uk



Home > Guides > IT

Software and business applications

Benefits of databases

Introduction to databases and database management systems, and using them to handle information more effectively in your business.

5 reasons why your business needs a good database

Discover how replacing spreadsheets with databases can help you grow your small business.

Accounting software

How to find the right accounting software for your business to reap the benefits of accounting apps and services.

Payroll software

Find out how payroll software systems can help you pay your employees accurately, on time and within law.

Customer relationship management

Introduction to customer relationship management, the systems available, and how they can help you to improve sales and productivity.

Supply chain management software

What is supply chain management software, the types of software available, and the benefits of SCM software to your business.

Open source business software

How to run your small business with free open source software, and where to find the best open source business applications.

Artificial intelligence in business

Discover what artificial intelligence is, the possible applications of AI in business, and their benefits to your business.

Cloud computing

What is cloud computing, what are its risks and benefits to your business, and how to outsource your IT to cloud.

Content management systems

Introduction to content management systems - the different types, features and advantages a CMS can bring to your business.

https://www.nibusinessinfo.co.uk/software-and-business-applications

ICT / E-Business Advisors

ICT / E-business Advisors Covering NI

MIS – Management Information Systems Grant

Up to £50K of Grant (£125,000 of eligible costs) @ 40%

*Must be a SME, active Invest NI client – requires a referral from your Invest NI Client Executive and a meeting with one of our ICT advisors.

Eligible MIS grant costs:

- Software license costs (One-off perpetual licenses)
- Software installation/customisation/setup costs
- E-Commerce website development costs
- ICT training (only on the software include in the MIS project)

(Only 3rd party supplier costs and no recurring costs)

MIS – Management Information Systems Grant

Examples of typical MIS projects:

- E-Commerce website development/ self-service customer portals
- CRM software
- Accounts/ order management/ stock control software/traceability
- ERP/MRP systems (eg line of business and reporting systems)
- Paperless systems, document management/version control software
- Business intelligence reporting and data capture
- Productions/manufacturing and design software
- (Around 40% of the projects we fund are for ERP/MRP Systems)

MIS Grant – Case study

Sector: Manufacturing business based in NI
Employees: 24
Main Markets: GB, Ireland and France
Turnover: £3M

Systems Used Before MIS Grant - Previously using Sage 50 and Sage Manufacturing

Project:

- Implemented SAP Business One
- Total project cost £52K
- Supported with £19K MIS grant funding.

MIS Grant – Case study

Project Benefits of Digitisation & Digital Transformation:

- Financial and Business Intelligence Info in Realtime
- Customer Portal for Self-Serving Tasks
- Manufacturing Process Visibility and Tracking Dashboards
- Production Scheduling of Jobs was More Efficient
- Better Transparency of True Cost of Jobs
- Inventory Control Improvements
- Cashflow and Profitability Benefits

Emerging Themes/ Technology:

- Robotics
- Big Data
- Artificial Intelligence
- Augmented reality/ Virtual reality
- Digital twins
- Manufacturing 4.0 & 5.0
- Hyper connectivity
- Cyber security

Slido
Questions
4-5

Q4 – Which of the following would provide most value to your business? (Please rank the options below from 1 – 8, with 1 indicating the highest ranked)

Q5– How well prepared are you for implementing product or process innovations/improvements into your business? (Please select 1 of the 5 options below)

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Q&A