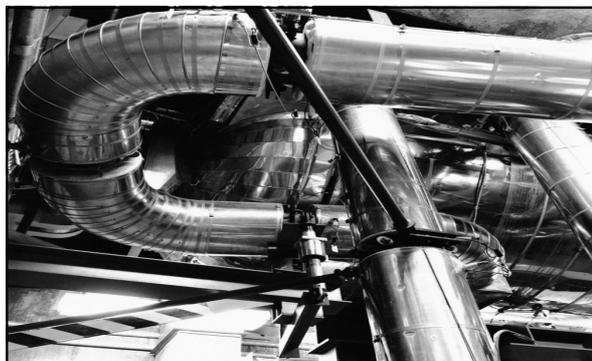


SusMan Project: Improving Manufacturing Competitiveness

Established in 2006, the Sustainable Manufacturing (SusMan) project directly targets improved, long-term competitiveness for UK-based chemistry-using companies in the North of England.

SusMan is a three-year £900,000 project funded by The Northern Way – a partnership between the North West Development Agency, OneNorthEast and Yorkshire Forward. It aims to:

- provide the tools and support services that will secure improved long-term performance for UK companies via access to innovation best practices and new technologies
- enable competitive gains for the chemicals sector via improved manufacturing efficiency.



In order to meet the steep challenges of global competition, business profitability/growth and of compliance in an ever more challenging regulatory environment, chemical-using companies need to relentlessly drive up manufacturing efficiency and productivity.

COLLABORATION FOCUSED ON INDUSTRY NEED

Against the background of a crowded and complex consultancy market, numerous initiatives and funding options - SusMan is an example of how industry needs can be met by solutions that deploy and integrate the complementary skills and strengths of several partner organisations:

Jointly project managed by **Chemistry Innovation** and **CPI**, the partner organisations in the SusMan project are:

CPI - set up by OneNortheast as a centre of excellence to bring substantial benefits to UK process industries.

PICME - established to enhance operational and bottom line performance via increased manufacturing efficiency and reduced waste.

Britest – a member-owned company delivering competitive benefits by developing tools dedicated to process understanding, design & improvement.

ONE STOP SHOP FOR SOLUTIONS DELIVERY

A co-ordinated diagnostic approach is used to identify opportunities for manufacturing improvement and applying the relevant tools and expertise of the partner organisations to find the best solution for each company.

The project offers an integrated, 'tool box' to help companies identify and implement both short and long-term process productivity gains.

It delivers real solutions, by leveraging the complementary knowledge and skills of some of the sector's most respected organisations with a focus on manufacturing improvement.

It provides chemical manufacturers with diagnostics, technology and knowledge transfer tools that can lower costs and increase revenues by delivering new products and processes and improving efficiency of operations.

SusMan also aims to generate new tools that can help to accelerate productivity, knowledge improvement, learning and delivery – simply packaged for integration with existing manufacturing strategies.

The dynamics of the collaborative approach also aims to make best use of available regional/national funding.



SusMan Project: Improving Manufacturing Competitiveness

SusMan secures £10m leveraged funding and delivers long term value

The SusMan project aims to increase annual GVA by £4m, with a target to secure £9million of additional investment and leveraged funding from major project partners and industry during the life of the project. By the end of December 2007, and as a result of the successful collaboration of its partner organisations, the SusMan project had delivered in excess of £10m of leveraged funding across 30+ projects. Key examples of this include:

- ◆ Three EPSRC/Chemistry Innovation Sandpit projects with a total value of £3m (see case study 006/2008 for full details)
- ◆ EU Framework 7 PILLS project – estimated value Euro 3.6m

The project also aims to deliver essential changes in industry behaviour and leadership.

SusMan is already deriving benefit from the collaborative activity amongst its partner organisations by harnessing both UK and international expertise in this area.

Milestones to the end of 2007 (Year 2) show that the project is on track to deliver its defined objectives:

- ◆ 50 businesses assisted through delivery of diagnostic assessment and appropriate tools to support specific company need
- ◆ 20 businesses engaged in new collaborations to improve manufacturing efficiency through use of the integrated toolbox offering
- ◆ 4 new 'quick win' tools added to the integrated toolbox

The long term potential of this project (over the next decade) is conservatively estimated to deliver £200m of value to the UK chemical manufacturing sector.

