

OPPORTUNITIES FOR INNOVATIVE MANUFACTURING IN THE SOUTH OF SCOTLAND

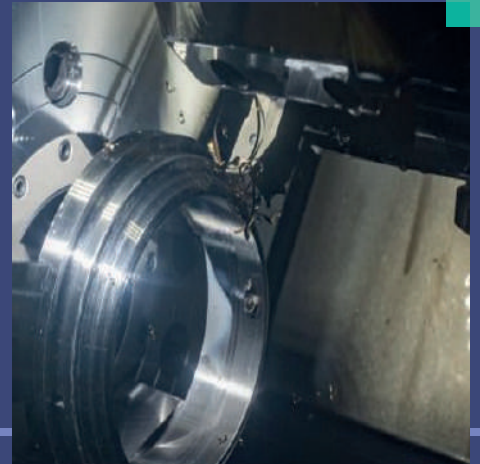
VENUE: DUMFRIES AND GALLOWAY COLLEGE | WEDNESDAY 7 DECEMBER 2022

AIMS

Advancing Innovative Manufacturing in the south of Scotland



EUROPE & SCOTLAND
European Regional Development Fund
Investing in a Smart, Sustainable and Inclusive Future



AN EVENT WITH DEFENCE & SECURITY ACCELERATOR (DASA)

DASA find and fund exploitable innovation to support UK defence and security quickly and effectively, and support UK prosperity.

Announced in the 2015 UK Strategic Defence and Security Review their mission is for the UK to gain strategic advantage through the innovative capabilities and technologies they have identified and supported.

DASA aim to become the go-to place for Government, private sector, partners and academics to find solutions to defence and security challenges.

Debra talked about what available funding and support they offered through competitions, business mentoring, access to higher TRL funding and access to customers for funded projects. She went through the application process and gave some examples of previous success stories.

Mari Findlay from Interface talked about how they can connect SMEs to academia to help with the creation and development of new products, services and processes. She gave an overview of the types of research and development projects and what funding opportunities were available and how to access them including some case studies.

Tony Ianniello from CeeD and the Project Lead for Wastemap, gave an introduction of what CeeD offer in terms of people, cross sector and industry development, the cluster builder programme and the 12 AMCF Projects, the AIMS Project being one of them. Tony then talked about finding materials efficiency in Wastemap®.

THE VENUE

STEM HUB AT DUMFRIES AND GALLOWAY COLLEGE

We chose the Stem Hub at Dumfries and Galloway College because 1. The Stem Hub is a conference facility attached to the college which is in the same location as our AIMS workshop and 2. It is a lovely airy space with plenty of seating, a projection screen for the presentations with plenty of power points.



EVENT OVERVIEW

COLLABORATION WITH DASA, INTERFACE AND CEED

The AIMS Project worked with Dr Debra Carr, DASA Scotland Innovation Partner to bring together an event in Dumfries alongside Interface and CeeD showcasing the opportunities available to SMEs for innovative manufacturing in the South of Scotland.



THE AGENDA

10:30 - Registration and coffee for a 11am start

11:00 - Welcome & introduction to Advancing Innovative Manufacturing in the south of Scotland (AIMS Project)

11:15 - Mari Finlay - Interface

11:40 - Tony Ianniello - CeeD & WasteMap

12:00 - Dr Debra Carr - DASA

Q&A

12:30 - Lunch & network

13:15 - AIMS Workshop tours from 1pm onwards with technical team



AIMS PRESENTATION

INTRODUCTION TO THE PROJECT

We took the opportunity at the start of the day to present to the delegates. We gave an overview of the project which included details of:

- How the project is funded,
- How we help SMEs and how they can access our facilities,
- AIMS capabilities at each of our locations
- AIMS target manufacturing sectors
- How AIMS have supported businesses with various scopes of work
- An introduction to the team members and how to contact us.



EVENT OUTCOME

Many thanks to DASA, Interface, CeeD and Dumfries and Galloway College. This was a very successful event. There was a good turnout, everyone seemed engaged during the presentations and workshop tour. Also, the delicious buffet made by the Hospitality Students at Dumfries and Galloway College was very impressive and everyone commended their efforts.

Since this event, we have had several exciting projects in progress from businesses who attended.

We are rolling this out to the Borders and have a date set for Wednesday 22 February 2023. This event will be hosted by the Borders College in Hawick.



Prepared by: Joanne Johnstone
AIMS Business and Facilities Coordinator | 27th January 2023

AIMS WORKSHOP

DUMFRIES & GALLOWAY COLLEGE

The technical team led workshop tours as part of this event. They gave an overview of all our equipment including some demonstrations showcasing some of the capabilities.

The technical team answered any questions that the delegates asked during this tour and made themselves available throughout the day.



METHOD & APPROACH

MARKETING OF EVENT

Dr Debra Carr's team kindly set up the Eventbrite page for the event and shared this on the DASA and her personal LinkedIn page. This was then shared on the AIMS Project's page, the AIMS Team individual pages and Dumfries and Galloway College's page. This was shared several times in the lead up to the event.

We had 19 delegates sign up for the event and 13 delegates turned up for the event on the day. Which is a 32% drop-off rate, which is far better than the expected average of 50%.

Out of the 13 delegates there were 7 SMEs that attended.