



SHARING IN GROWTH (SiG): ACTION THROUGH SUPPLY CHAINS



IMPACT
FOR
SCALEUPS

JOB CREATION
3100

REVENUE
£2billion

TALENT AND SKILLS
TRAINING HOURS DELIVERED
1.6m^h

CHANGES TO VISION,
MISSION & VALUES
90%

INCREASED
PRODUCTIVITY
20-30%↑

Sharing in Growth (SiG) is a £250m programme set up in 2013 to deliver intensive development to UK suppliers in the aerospace industry. Its mission is to drive the productivity of the sector to compete globally, securing 10,000 jobs by 2020.

With 3,000 companies and 230,000 highly skilled employees, the UK aerospace sector is the second largest in the world and the European leader, generating substantial revenue and economic growth. The sector is expected to double in size over the next 10 years requiring a supplier focus on competitive performance. ONS data highlights a divergence between turnover growth of five per cent year-on-year (2012-2015) and Gross value added (GVA) which remained largely flat. One explanation for this is that despite an increase in orders, the UK industry is capturing a lower share of product value in respect of wages and profits⁸.

Sharing in Growth UK (SiG) was established to take advantage of this growth opportunity by providing substantial support to ambitious and innovative businesses. At its heart is an intensive four-year supplier programme in leadership, business strategy, manufacturing processes and business planning. Concentrated training and development programmes are tailored to the assessed needs of each supplier with the aim of delivering world-class standards of performance.

In addition to considerable public sector support, Rolls Royce is the principal private sector sponsor, providing knowledge and expertise to participants

as well as access to the company's production system. Other partners include Boeing, the National Aerospace Technology Programme, Advanced Manufacturing Research Centre, and the National Physical Laboratory.

The programme provides core funding to each business project over four years. The businesses show their commitment by matching the cost of this with an equivalent in-kind contribution, typically the cost of their people being trained during the programme.

Following a diagnostic assessment, a bespoke plan of action is developed for each business to generate improvements across areas such as business strategy, leadership skills, financial management, lean production systems, supply chain management and cost optimisation.

Companies with turnover between £10m to £40m are expected to benefit most from the level of intensity associated with the programme. To date, 59 companies have been involved, with 52% now in the second half of the programme and impressive impact already demonstrated. Most have aspirations to double the size of their business.

“SiG offers each business partner a quicker road to sustained and vital improvements. SiG has a proven tool box and methodology to improve your business.”

TOM BARRETT
Sigma Precision
Components

“Working with SiG we were able to identify the structural and process weaknesses in the business and to put a plan in place to address these. And this wasn't just at a strategic level. The SiG team supported our teams to implement structured problem solving.”

ANDREW CHURCHILL
JJ Churchill

⁸ BEIS (2016), UK Aerospace Supply Chain Study, <https://www.gov.uk/government/publications/uk-aerospace-supply-chain>.

CALL TO ACTION

This is an industry sector solution focused on growing businesses within its supply chain as intensive development tailored to individual businesses needs. Other sectors – automotive, construction and retail – can learn from this and replicate it or components of it to support scaling businesses in their respective supply chains. It also sustains the productivity agenda and collaboration between larger and scaling businesses.

Major elements to its success have been: true cross-industry engagement, a structured programme with clear milestones, broad partnerships, joint commitment from the principal manufacturer (OEM) and the businesses in their supply chain, and dedicated relationship management.

To learn more visit: <http://www.scaleupinstitute.org.uk/scale-up-programmes/>