



**IMPACT
SURVEY
2017**

87%

89%

70%

45%

Executive introduction



Welcome to the 2017 Fit For Nuclear impact survey, showing how the Nuclear AMRC's flagship supplier development programme is delivering value to the supply chain, and what participating manufacturers really think of the service.

Almost 100 companies responded, and it's very encouraging to read the positive comments from companies at all stages of their F4N journey. Almost half say that they have already experienced meaningful business benefits. A significant proportion say they have won new orders or enquiries as a result of their F4N journey – many more say it's simply made their business better.

F4N was developed six years ago by the Nuclear AMRC and industry partners to help manufacturers prepare for the opportunities of new build. Many companies would undoubtedly have taken steps independently, but a quarter of respondents say they would not have tried to develop their capabilities for the nuclear sector if F4N support had not been available.

The Nuclear AMRC and its delivery partners have continually developed the F4N programme in response to feedback from participating companies. We welcome the frank comments in the survey about how we can refine the F4N service, and where manufacturers want to see additional support. This all helps us enhance our offering and provide additional value to our customers.

One consistent message is the need for ongoing support after F4N granting, to make sure that companies can identify relevant opportunities and successfully bid for work. We are currently developing a number of new services to meet this demand – details will be announced later this year.

Our supplier development programme is one of the ways we help UK manufacturers win work in civil nuclear. The other route is through our manufacturing innovation programme – advanced technical capabilities and high-impact innovation are increasingly vital factors to winning nuclear work. The fact that 80 per cent of respondents would consider working with us to solve their manufacturing problems or develop their capabilities, or are already doing so, shows a real appetite for innovation support among companies of all sizes.

We fully appreciate that F4N is a demanding journey for any company, particularly for smaller businesses. And we certainly appreciate the frustrations that come when new orders don't materialise as quickly as hoped. But even with some justified concerns, nine out of ten F4N participants would recommend the programme to other manufacturers.

With the UK's new build programme finally progressing, and the decommissioning programme reaching out to new suppliers, it's a great time to start your F4N journey if you haven't already.

Mike Tynan, chief executive officer, Nuclear AMRC

Fit For Nuclear (F4N) is a unique service to help UK manufacturing companies get ready to bid for work in the civil nuclear supply chain.

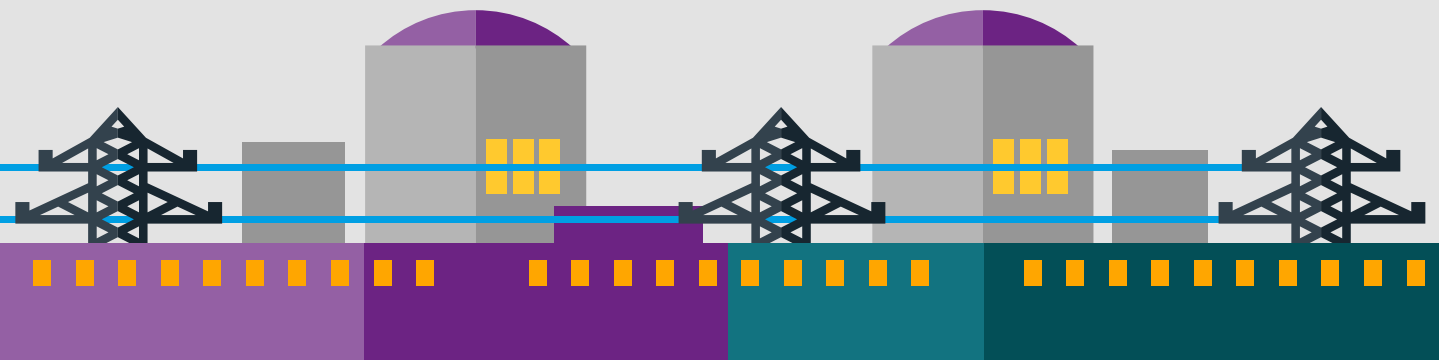
F4N lets companies measure their operations against the standards required to supply the nuclear industry – in new build, operations and decommissioning – and provides support to take the necessary steps to close any gaps.

Start your F4N journey: namrc.co.uk/services/f4n

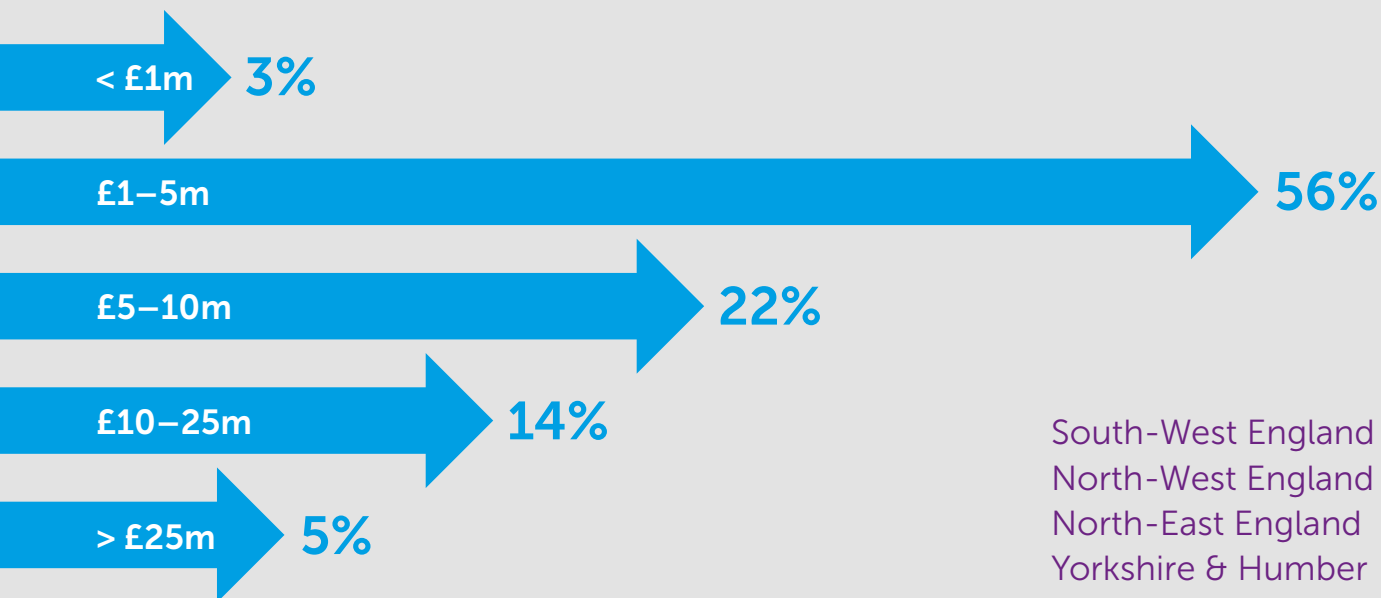
About the survey

In February 2017, over 300 companies participating in Fit For Nuclear were invited to complete a survey about their experiences of the programme. Companies ranged from those which have just completed the initial online assessment, to those which have been granted F4N.

In total, 99 companies completed all or part of the survey – the percentages on the following pages are for responses to that specific question.

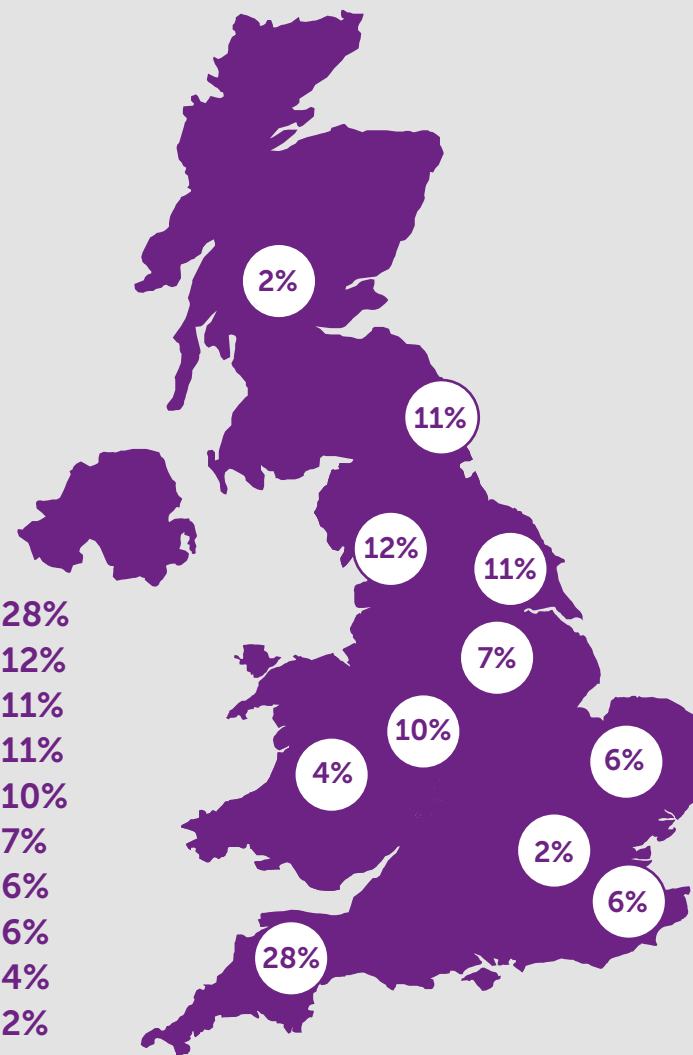


What's your turnover?

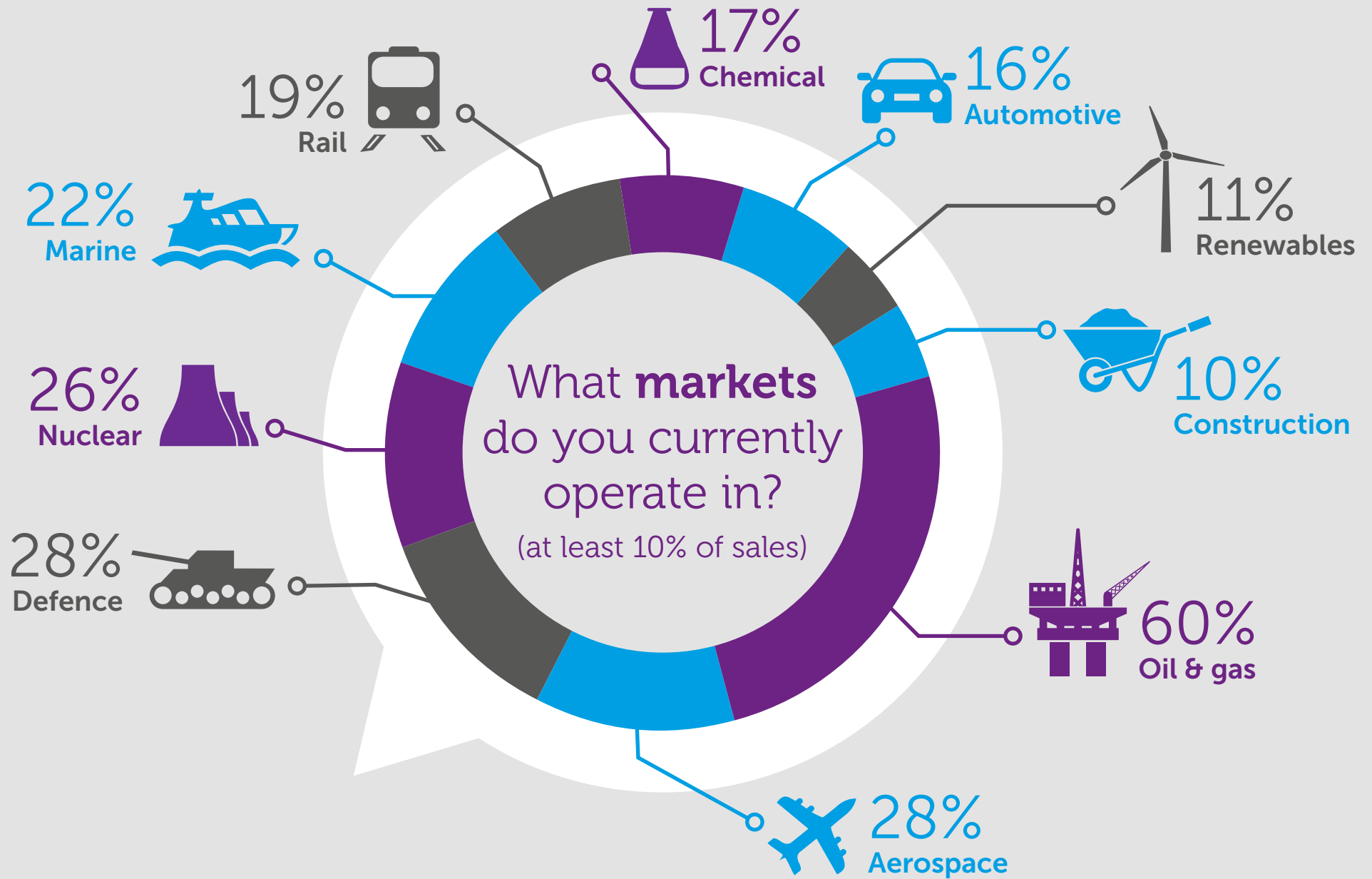


87%
expect their turnover to
grow in the coming year.

South-West England	28%
North-West England	12%
North-East England	11%
Yorkshire & Humber	11%
West Midlands	10%
East Midlands	7%
East of England	6%
South-East England	6%
Wales	4%
London	2%
Scotland	2%

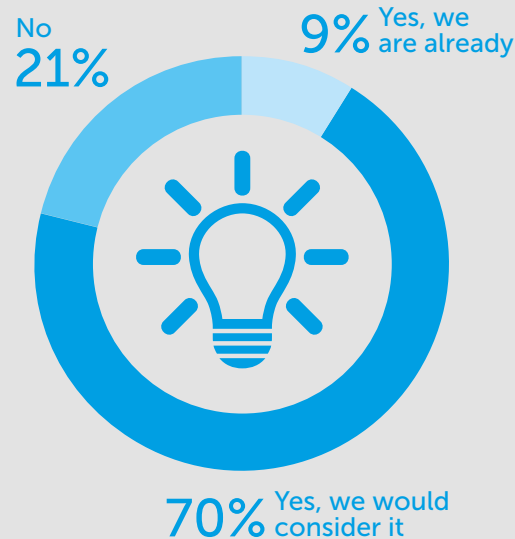


Where are you based?

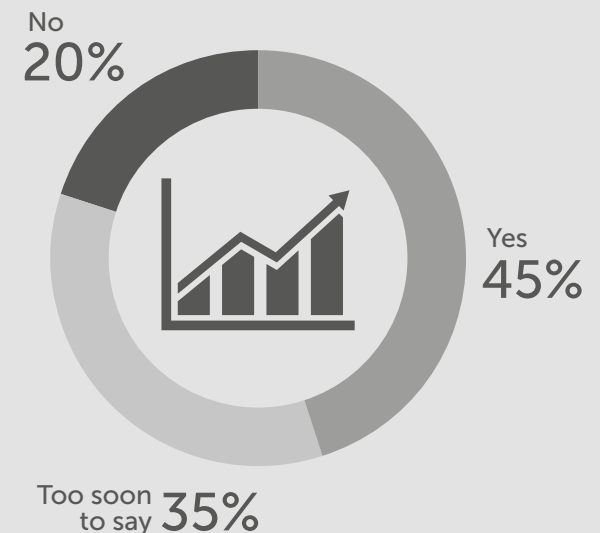




At what stage of your F4N journey are you?

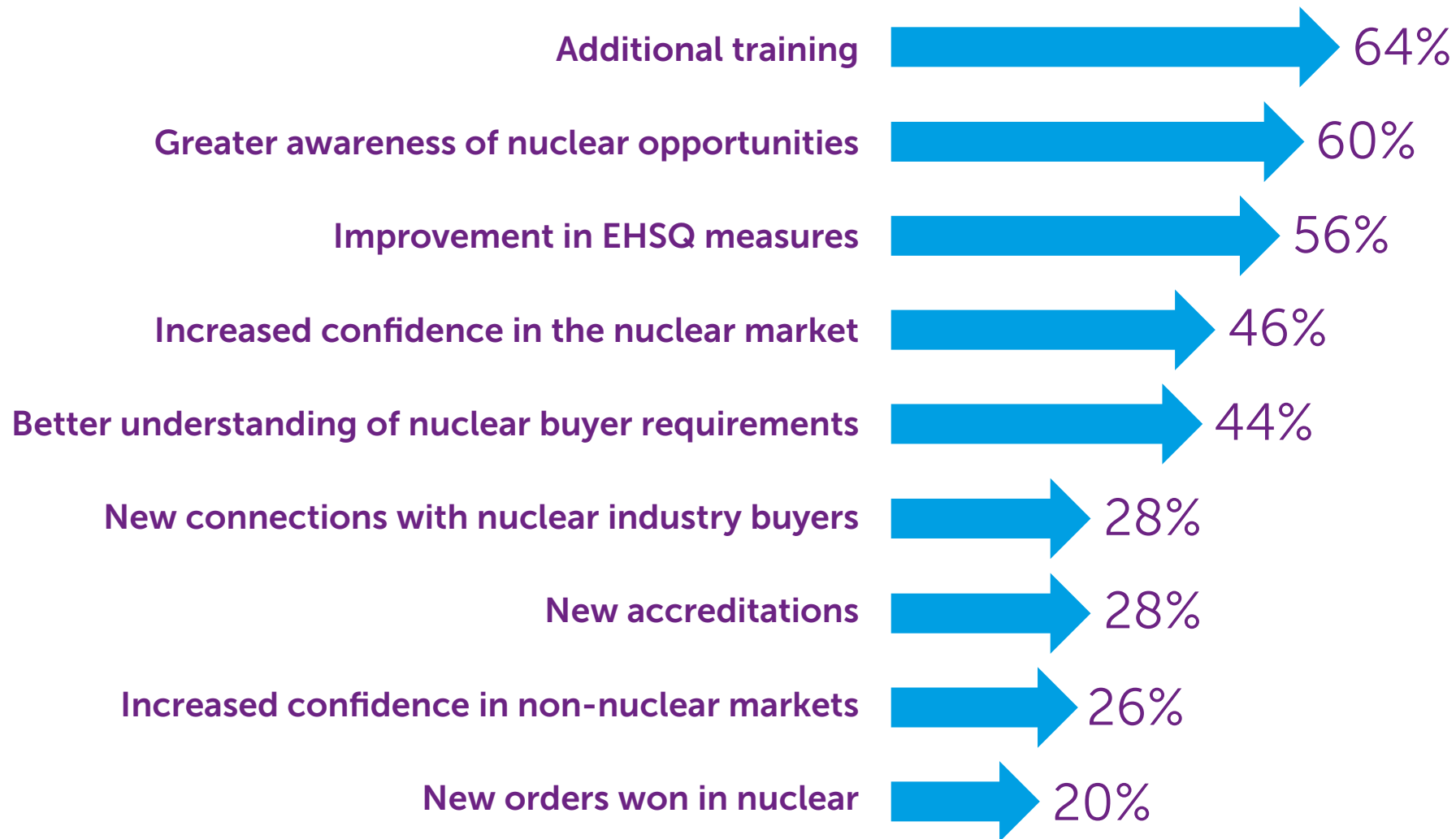


Would you consider working with the Nuclear AMRC's manufacturing innovation team to solve your manufacturing problems or develop your technical capabilities?



Have you experienced demonstrable benefits as a result of F4N?

What benefits have you experienced as a result of F4N?



Benefits

"Working towards F4N is seen to be a positive step for potential new build projects with some of our long-term existing clients."

Paul Bunn, S&H Systems Design and Installation

"We have secured new business with major nuclear tier twos."

South-West SME

"What is good for nuclear is good for the rest of my business."

Martin Booth, Witt UK

"We are early on our improvement programme, however we are seeing significant improvements in the way our business operates."

Peter Bruch, AE Aerospace

"The structure of the business has been changed, resulting in much smoother operation."

Chris Steele, WKW Precision Engineering

"More quotations and visibility, and two orders."

Yorkshire SME

"No actual orders for nuclear, but a far better understanding of what the industry needs."

North-East SME

"It has identified some major areas for improvement within our processes and the way we communicate."

Ian Kirkup, Lionweld Kennedy Flooring

What aspect of F4N have you found most useful?

"Long-term and company-wide focus on continuous improvement has resulted in sustained business improvement."

John French, IT4Automation

"F4N has forced us to think through every aspect of our business systems and ensure that they meet best practice, and has made us more aware of every aspect of our business."

Jeremy Kemsley-Pein, Heatsense Cables

"We have seen vast improvements within the strategy and leadership areas of the company."

Devoran Metals

"All aspects have helped the company to become more efficient."

East Midlands SME

"It has encouraged improvements in H&S and environment, above and beyond what is usually required within aerospace. It has also raised awareness as to where improvements can be made within the organisation."

South-West SME

"Potential customers are more interested in speaking to us as a result of achieving F4N approval status."

North-East SME

"It has given our business a better understanding of nuclear quality management systems. I would always recommend business taking up F4N."

South-West SME

"The process has required us to focus on the continual improvements within areas of QA and HSE. F4N has provided us with invaluable assistance and understanding of the requirements of the nuclear industry."

South-West large company

"Awareness of our company within the industry. A widely recognised measure of our company's commitment to serving the nuclear industry."

South-West SME

"Our F4N industrial advisor has come in on three visits to our works and has helped us move forward with his comprehensive knowledge of the industry. He has been extremely helpful to us with his feedback and his advice."

North-West SME

What have you found most challenging?

"Turning this into tender opportunities and then orders."

Michael Ventre, Laker Vent Engineering

"As an owner managed business, having the time to do this alongside all other work."

Jon Carter, KM Engineering

"Educating staff about the importance of improvement and changing a culture."

Jason Wyles, Perfect Bore Manufacturing

"Initially it was the strategic requirements. Now it's the upkeep of the program, maintaining the improvements and embedding it into the culture of the company."

Martin Booth, Witt UK

"The investment in time has caused a few issues, but the overall process was a sensible and realistic step change for the business."

South-West SME

"Translating the networking and training into concrete orders."

Rosemary Robinson, Arc Energy Resources

"Balancing investment in F4N with day-to-day business. Adopting new practices is challenging for staff."

John French, IT4Automation

"The detail and the length of time taken, and then still no definite enquiries that are suitable for the business."

Malcolm Hardy, Medley Precision Engineers

"No real prospect of new business in a foreseeable timescale."

Dave Mooney, Drallim Industries

"Keeping focus on progressing our F4N status whilst continuing to support and develop our ongoing oil and gas business."

Parker Hannifin

"Changing the mindset of employees to believing that they are good enough to achieve F4N status."

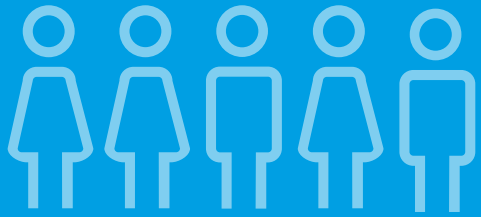
South-West SME

"The tender process is onerous and time consuming. Being outside of the Cumbria catchment area appears to be a disadvantage when bidding for Sellafield contracts."

North East SME

"Allocating the time to get certain things done, even when we know it will help us greatly in the long run."

East of England SME



24%

would not have tried to develop their capabilities for civil nuclear without F4N support

"We would have had no choice but to try. However we would have failed – big style."

Martin Booth, Witt UK

"I think we would have looked at the market, but I am not sure if the project would have generated a return on the investment."

Jon Carter, KM Engineering

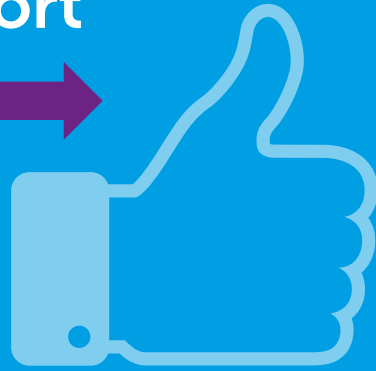
"Without F4N, it perhaps wouldn't have the drive and support from within the organisation."

South-West SME

"We would have been unlikely to succeed without the knowledge gained during the programme."

South-West SME

89%



would recommend F4N to other manufacturers

"F4N is essential for companies who need to improve their status."

David Toone, W Maass

"It will definitely change the company for the better, and well worth all the hard work."

Chris Steele, WKW Precision Engineering

"But I would explain that F4N is not a guarantee of attracting new business quickly."

Malcolm Hardy, Medley Precision Engineers

"Made us a better company all round."

Jeremy Kemsley-Pein, Heatsense Cables

"I would recommend that they need to be 100% committed and will need the backing of the company."

West Midlands SME

"Personally I think this should be what AS9100 is for the aerospace industry."

North-East SME

"Only positive feelings about the process. New practices and structures will help the company in many ways going forwards."

John French, IT4Automation

"It is a good overall program for improving business practices even though no nuclear work has developed from the programme."

South-West SME

Final comments

"We have over 20 years experience in the nuclear industry and we see F4N being very important for us to be considered for future new build projects, and also to demonstrate to our existing clients our commitment to the industry."

Paul Bunn, S&H Systems Design and Installation

"Excellent programme, and has put the company on a much better platform for the future."

Chris Steele, WKW Precision Engineering

"Great programme. More help with the next steps would enhance it further."

Matthew Heaton, DAE Systems

"I would like to compliment F4N as this has been a smooth-running procedure with excellent support."

Parker Hannifin

"The consultancy has been fantastic – considering it is a free service, the standard is very high."

Delta Controls

"F4N has helped to move us forward and is continuing to improve the business."

Polycast

"The F4N programme offers a great opportunity to better understand an industry which is little known to us. It breaks down the barriers of entry into alternative markets and has enabled many improvements to be made within our organisation."

South-West SME

"A very helpful programme for our company and we are really pleased that we contacted you last year and went ahead with the programme."

North-West SME



To find out more about how F4N can help your business, contact us at:

 0114 222 4993

 f4n@namrc.co.uk