

Inspiring Digital Breakthrough

Industry-leading tools
focused on business needs
delivered as a learning journey



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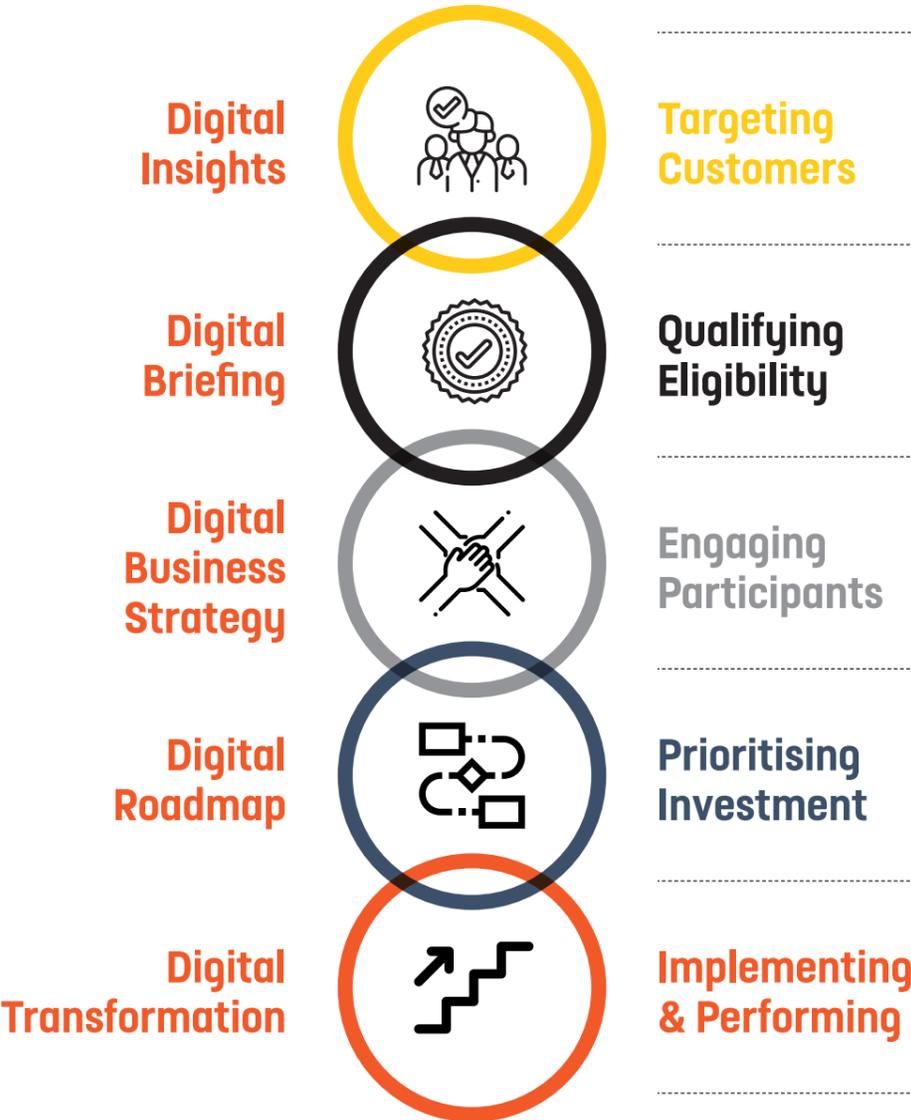
continuously improved and proven in private practice and business support programmes including Made Smarter



governed by a cross-industry consortium including High Value Manufacturing and Digital Catapults, KTN, HSSMI, The Manufacturer and EDGE Digital Manufacturing



authored by EDGE Digital Manufacturing with support from a panel of manufacturers, technologists, service providers, universities and trade associations



	Digital Breakthrough Analysis	Digital Breakthrough App <> Online <> In-Person
Targeting Customers	Characteristics of businesses getting the best value with digital	
Qualifying Eligibility	Digital Readiness gaps in leadership, tech, ops, partnerships & skills	Digital Readiness benchmark, gaps & personal pointers
Engaging Participants	Digital tech most appropriate to needs of business & individuals	Single- or multiple- business digital strategy workshop
Prioritising Investment	High value digital projects aligned with business & individual needs	Single-business digital roadmap workshop
Implementing & Performing		Tracking of Digital Readiness + other KPIs

- ✓ Growing Digital Readiness of individuals and teams
- ✓ Clarifying and prioritising cross-business improvements
- ✓ Boosting confidence in progressive investment in digital

- ✓ Flexible integration with available business support
- ✓ Typically 12 hours intervention, or deeper as required
- ✓ Learning journeys to individual and team digital performance

Digital Breakthrough Case Study

Manchester Manufacturing Group

Printed textiles

manchestermanufacturing.com

Manchester Manufacturing Group (MMG) is an innovative, customer-responsive creator of sustainable textile products including matting and window blinds. Their customers include blue-chip brands and the global yacht industry as well as online retailers.

Inspired by early successes with a new digital wallpaper opportunity, MMG's innovative spirit and drive for continuous improvement and personal change led them to Digital Breakthrough. EDGE Digital's knowledgeable, highly focused time- and cost-effective approach was highly attractive to MMG's small leadership team.

Digital Breakthrough helped the MMG team to co-create their roadmap for digital investment in key areas, founded on a shared perspective of business challenges and opportunities. Six MMG leaders representing all aspects of the business collaborated on Digital Breakthrough workshops. Working with partner Tim Iles, MMG was referred to the Made Smarter programme for progressive financial support and advice to implement key data and digital investments that are now bearing fruit, aided by a student placement.

Digital Breakthrough Operational Outcomes include

With funding support from Made Smarter, MMG proceeded with investment in a new integrated system for production of short-run premium wallpaper. The system comprises a wide digital printer with onboard diagnostics and in-line trimming with custom imaging software, integrated with a customer ERP system for real time transfer of orders.

Digital Breakthrough Business Impacts include

Digital Breakthrough helped the MMG team co-create a disruptive digital business model, acting as manufacturing and fulfilment partner for innovative online retail partners looking to supply consumers with quick response "made to order" wallpaper designs. The new division is now up and running in new premises and has installed a second digital print line.

"Digital Breakthrough helped cement ideas and direction that we'd begun to embark on, furthermore it helped to catch up the wider team within the company who participated, providing a clear back drop for discussions that still continue today".

Paul Noone
Managing Director, MMG



Digital Breakthrough Case Study

Actisense

Marine electronics

actisense.com

Actisense is an award-winning manufacturer of marine electronic equipment with a specialism in NMEA networking. Their products are trusted for use in commercial ships, leisure craft and in the agritech field, to enable safer and more efficient operations through better data.

The company's passion for continuous improvement led them to seek ways Actisense could benefit across the board from modern data and digital technologies. Key drivers include increasing competitiveness and controlling costs, with an eye on enhanced data management and automation of repetitive tasks.

Digital Breakthrough helped the Actisense team to create a cross-business vision for the future, demonstrating where data and digital technologies could add the most value and setting out a roadmap for progressive investment. Nine employees from operations, finance, marketing, supply chain and customer functions collaborated on Digital Breakthrough workshops.

Digital Breakthrough Operational Outcomes include

With funding support from Dorset Growth Hub, Actisense embraced the findings of the workshop and already have several digital transformation projects underway, including the adoption of a new ERP system; a chatbot solution for their website; as well as a generally more data-driven and analytical decision making process. There is also great scope to adopt some exciting innovations in stock control, process automation and digital marketing.

Digital Breakthrough Business Impacts include

The resulting business impacts following the workshops will include cost savings, an expected significant time saving on technical support resources, and greater inter-departmental cohesion.

"Concise, methodical, and pragmatic. The online system of Zoom coupled with Trello works logically and simply. EDGE Digital understood our challenges and ambitions and helped us lay these out in a useful and linear way".

Justin Cohen
Marketing Manager, Actisense



Digital Breakthrough Case Study

Ecoffins

Funeral products

ecoffins.co.uk

Ecoffins is a family business enabling eco-friendly funerals using its coffins and urns made from bio-degradable materials such as bamboo, willow and cardboard. The design and operation of its premises in rural Kent demonstrate commitment to sustainability. Ecoffins is the only UK coffin-maker with Fair Trade certification, recognising its equitable trading with suppliers in China and Indonesia.

MD William Wainman and his team want to continue to be the UK's best and most sustainable maker of coffins whilst increasing sales above their current two percent market share. They are highly innovative in their pursuit of ever more sustainable operations and products, and want to improve still further through data-driven customer service and supply chain management.

Digital Breakthrough helped Ecoffins to investigate the potential of modern data management technologies and integrated equipment to increase their competitiveness and deal with increasing demand for new products.

Digital Breakthrough Operational Outcomes include

Ecoffins has now completed its ERP system integration with Prospect Soft CRM and Xero accounting software, and has purchased a 3D printing machine. Research has been initiated on the feasibility of using tablets, RFID tracking and CAD/CAM integration. Later digital innovations in the Ecoffins roadmap include a customer ordering portal with AR and VR features, supplier access to ERP data, AI-enhanced forecasting and automated spray painting. Ecoffins continues to be supported by the Innovate UK EDGE/ Enterprise Europe Network team at the University of Greenwich.

Digital Breakthrough Business Impacts include

Implementation of Ecoffin's ERP system has unleashed improvements in stock monitoring and ordering. Their new 3D printing capability has helped Ecoffins to solve a customer challenge by making a tool for tightening wooden screws for coffin handles, saving time for funeral directors. Ecoffins is now testing its new customer portal, giving quick access to stock levels and prices and allowing customers to upload pictures of artwork. Ecoffins has recently received the rare accolade of an Investors in People Platinum Award, and its sales have risen by ten percent during 2020. Both achievements are attributed by the company to its investment in improving ways of working in the office and factory and with suppliers and customers, with increasingly strong support from data and digital technologies.

"The Digital Breakthrough experience went above and beyond our expectations. We found the whole experience very helpful and useful".

Paul Young
HR Manager Ecoffins



Digital Breakthrough Case Study

Arc Fab Sussex

Metal fabrication

arcfabsussex.co.uk

Arc Fab Sussex has been growing organically since 2011, serving builders, construction companies and home-owners in the south eastern counties of England. Its products include a wide range of structural metalwork, staircases, balconies and gates. Arc Fab Sussex's craftsmen have also developed niche capabilities in public sculptural art and historic boat restoration.

Director Toby Ombler's ambition for Arc Fab Sussex is to improve competitiveness whilst continuing to be innovative in its approach and solutions, and delivering quality products on-time and on-budget. Following our outreach campaign with Coast to Capital, Toby took advantage of Digital Breakthrough to clarify his vision for business rationalisation and to enhance his plans for exploiting relevant digital technologies.

Digital Breakthrough helped Toby to prioritise improvements in use of workshop space, a "command centre" and production consoles to give employees common access to STRUMIS software for planning, design and Factory Production Control with traceability.

Digital Breakthrough Operational Outcomes include

The Digital Breakthrough workshops enabled Toby and his team to make rapid progress with introducing new workspaces and computer systems. Arc Fab Sussex has achieved EXC 2 certification of Factory Production Control of constructional steelwork to BS EN 1090. Customers now have greater assurance of production planning, traceability and transparency from the team's use of Bluebeam for design combined with STRUMIS for quoting, integrated with Xero accounting software. A CNC plasma cutting machine now allows large and thick plates to be cut efficiently. Other priority investments are in progress and expected to build capabilities, including bringing CAD/CAM work in-house. Online ordering of steels will improve efficiency and turn-around.

Digital Breakthrough Business Impacts include

Arc Fab Sussex is back in profit and receiving great feedback from customers. As domestic, building and construction markets strengthen following the coronavirus pandemic, Arc Fab Sussex is confident of a strong competitive position.

"I was dubious about participating online but actually it was very well run and managed and probably more time effective [than face-to-face]. I have been pushing to be more digitally aware since we invested in our software solution but without any real direction so the road map has help set out a clear path for the next 2-3 years".

Toby Ombler
Director, Arc Fab Sussex



Coast to Capital



Enabling businesses to maximise value from data & digital technology

EDGE Digital Manufacturing enables the real heroes of sustainable design, manufacturing and operations to exploit the power of data and digital technologies. We work closely with other industry stakeholders and funders to leverage co-investment in growth. In the past two years we've helped over 60 businesses, large and small, to collaborate on their Digital Breakthrough to achieve significant cost savings, improved productivity and greater competitiveness.

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