

Client Activity Plan

Scottish Enterprise Opportunity Management Support

Engagement Overview

Client Name	MetFab	CRM Record	
Opportunity Manager	James Allan		
Opportunity Presented by Company	<p>Supply chain issues mean that imports from competitors in the EU and overseas are less reliable and have gone up in price.</p> <p>MetFab think there might be an opportunity to consolidate this and expand into markets in Europe in 2021, especially if the pound falls in value. But they are not sure what would be the best approach, or even which countries to target. They would also like to improve competitiveness further by reducing costs. Energy is their second biggest cost after wages. The business would welcome the chance to reduce carbon too, though not a primary objective.</p> <p>New machinery could cut their energy costs by up to 40%, but would require a significant investment. They are reluctant to borrow more as they took out a sizeable loan in the early days of the pandemic.</p>		
Benefits	<p>Benefits to Company: Reduce costs, improve efficiency, increase sales in UK and Europe.</p> <p>Benefits to Scottish Enterprise: Carbon reduction through increased efficiency and reduced energy costs.</p> <p>Benefits to The Scottish Economy: Company Capital investment programme and increased opportunities for Scottish supply chain.</p>		
Key Measures	<ol style="list-style-type: none"> 1. Reduce carbon emissions or improve environmental performance 2. Expansion into new sectors and/or trade with the rest of the UK for the first time 3. Company will grow international sales 4. Improved productivity/reduced costs 		
Engagement with Company	<ul style="list-style-type: none"> • MetFab approached SE on 24.12.20 • Had a brief discussion with James Allan from Scottish Enterprise on 28.12.20 • Company deemed appropriate for Opportunity Management Support on 31.12.20 • MetFab submitted Internal Benchmarking Tool 26.12.20 • Initial strategic discussion took place with business via MS Teams on 6.1.21 		
Agreed Next Steps with Company	Following on from the two hour strategic discussion with MD Jamie Johnston from MetFab and James Allan from Scottish Enterprise.		
Top 3 Priorities	<ol style="list-style-type: none"> 1. New Market Opportunities 2. Carbon Reduction 3. Productivity and Capital Investment 		
Timescales	It has been agreed with the business that the opportunity will three months to realise. SE will engage with the company up 31.3.21		
Recommended Ongoing Support to Business	Strategy and business model development	Product and service development	Market development
	People, skills and organisational structure	Digital development	Intellectual Property development or exploitation
	Securing Investment	Carbon Reduction	Productivity
	Support to develop networks and connections	International development	Other <i>Please include further info</i>

Formatted: Font color: Text 1

Activity Plan Agreed by:

INSERT NAME (Scottish Enterprise) on Date: 6.1.21

J. ALLAN

INSERT NAME (Company) on Date: 6.1.21

J. JOHNSON

Outcomes and Actions from Initial Strategic Discussion

This activity plan will be amended and updated as the project begins to grow

Last Updated: 6th December 2020

Action Number	Recommended Ongoing Support to Business	Estimated completion date?	What needs to be done?	How will it be done and What will the Outcome Be?	By whom	Resource Allocated from Scottish Enterprise
1	Energy efficiency Savings	31.1.21	Analysis of last six months utility bills - charges and usage.	Clear understanding of current charges, usage and equipment efficiency.	MetFab Operations Manager	Allison Fairweather (SE Sustainability Specialist) 4 Hours
2	Funding Options	14.2.21	Review of funding and potential grant options for new machinery i.e. Carbon Trust	Review of public and private funding landscape and fully costed options.	Allison Fairweather (SE Sustainability Specialist)	Allison Fairweather (SE Sustainability Specialist) 10 Hours
3	Domestic & European Market Opportunities	14.2.21	Review of strategic market opportunities.	Fully researched business plan, with detailed option analysis.	Jamie Johnson (SE Strategy Specialist)	Jamie Johnson (SE Strategy Specialist) 21 Hours
4						
5						

6						
---	--	--	--	--	--	--

