

Welcome to the NAA



"Thank you for your interest in becoming a member of the Northern Automotive Alliance. I have been Chairman of the NAA since 2017 and I am delighted to be part of an organisation that has the growth and success of the Automotive sector as its key aim."

The automotive industry faces a range of challenges. For a business operating in the industry, the variety of issues can seem quite overwhelming. However that's where the NAA can help. Members of the NAA are no longer on their own trying to find solutions to problems – they are part of a community which regularly comes together 'in person' to address issues at events, and which also shares best practice 'virtually' through mechanisms such as the monthly newsletter.

The NAA is an extremely efficient organisation which achieves real results for the companies that it works with. However, to gain the most benefit from the NAA you need to be a member, and participate; this brochure summarises over twenty benefits of membership.

I would encourage you to read the brochure and become part of one of the most effective business support organisations in the country, and one which is also making a real difference to the economy, both in the North of England, and nationally."

Wes Jacklin *Chairman of Directors and Advisory Board, Northern Automotive Alliance; Director, McLaren Composites Technology Centre*



What is the Northern Automotive Alliance (NAA)?

The NAA is an independent, not-for-profit company which provides a membership service combined with a project management and delivery function to the automotive community across the North of England. The NAA supports micro-companies through to the regional global vehicle manufacturers, offering a diverse service using its established networks. This includes the provision of training, events, funding applications and strategic, business and technical advice.

The NAA was launched in March 2004 with support from regional government funding. From mid-2010 the funding landscape changed and the NAA became an independent company.

The NAA is a strong believer in partnership and collaborative working with both industry and relevant public sector organisations such as BEIS, DIT, universities, local councils and LEPs. The NAA also works with relevant trade organisations including the SMMT, Automotive Council, Make UK and Enginuity.

In 2015 the North West automotive cluster directly generated almost £10bn of the total UK automotive manufacturing economy, which relates to approximately 14% of the UK total, placing it as the second most significant region for automotive manufacture in the UK.*

In the same year, the North West had 22,000 people working in the Automotive sector, and Yorkshire & Humber had 11,000 people. There are also many other suppliers that won't be classified as primarily operating in the automotive sector.

* Source: ONS (Office for National Statistics) Regional ABS (Annual Business Survey)

Who are NAA members?

NAA members are comprised of the regional global vehicle manufacturers, including Bentley, Jaguar Land Rover, Leyland Trucks, and PSA (Vauxhall) in the North West, together with automotive supply chain companies, ranging from micro-businesses to Tier 1s. There are also other members such as universities and LEPs. The NAA provides a community in which members can network and share best practice.

What area does the NAA cover?

The NAA primarily covers the extended M62 corridor, from Liverpool in the West to Hull in the East. However we also have members based around the UK.



NAA governance

The NAA has a board of directors comprised of the NAA Chief Executive and a small group of senior individuals from automotive OEMs and SMEs. There is also an advisory board, with members from OEMs, Tier 1s, large companies, SMEs and others.

21

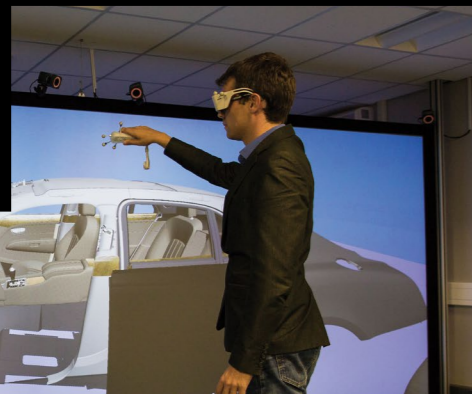
...compelling reasons why your organisation should become a member of the Northern Automotive Alliance – and all from around £1 per day.

1 Providing the focused, industry-specific support that your organisation needs

There's lots of help out there for organisations operating in the automotive sector – but how do you know where to turn? The NAA cuts through the sometimes overwhelming amount of information that faces the typical automotive business and provides focused and specialist support and advice for the automotive sector and its supply chain.

2 Helping automotive companies grow and be more profitable

The NAA helps organisations grow through a variety of support measures all designed to help automotive companies improve their performance in a range of areas. The NAA has a particularly impressive and unique track record working with SME supply base companies.



3 Introductions to new customers

If your business wants new customers then through its contact network the NAA can provide introductions to the companies in the automotive industry that you want to speak to.

4 Industry networking

Joining the NAA means that you have the opportunity to be an active member of the automotive community, in the North and beyond, which is a growing, vibrant environment, and many members are now working with each other since being brought together by the NAA.

NAA gives Autac ideas, opportunities and contacts in our focus areas, helping Autac to succeed with its strategy through enhanced knowledge and an expanded network.

David Lowe
Managing Director & Owner at **Autac Products**

5 Signposting

In addition to all of the NAA's services and contacts within its membership base, the NAA also has an excellent external network of organisations that can provide additional support to businesses in the automotive sector, such as the Society of Motor Manufacturers and Traders (SMMT), the Advanced Propulsion Centre (APC) and the Automotive Investment Organisation (AIO), part of the Department for International Trade (DIT).



As the automotive lead for 3DGBIRE, the NAA offers an integral platform in ensuring we are close to the real issues within this ever-changing manufacturing landscape.

Scott Bentley
Business Development Manager at **3DGBIRE**

6 Accessing Financial Support

The NAA helps members to source and apply for grants, funding competitions and other financial incentives.



7 Bringing Partners and Consortia Together

The NAA has brought many organisations together - including members, universities and other national automotive bodies - to work as partners in consortia for funded projects, facilitating collaboration and enabling companies to undertake innovative, larger, higher profile projects.

The NAA gave us dedicated time and support both in the writing of funding applications and in forming a strategy to enable us to create a sustainable innovation business. This intervention by the NAA was very successful and has enabled us to become well established and very successful within the UK's growing innovation and R&D sector. We now have ongoing support available from the NAA as our successful R&D projects progress towards commercialisation and manufacture.

Paul Andrews
Owner at **Oaktec**

8 Industry-specific project management

Providing project management support for funded projects and collaborations, as well as for in-company initiatives.

9 Consultancy

Providing members with specialist automotive industry consultancy advice to help them become more efficient and competitive.

10 Promotion of your organisation

The NAA promotes its members in many ways, including in its monthly e-newsletter, on its website, in PR, at events, and through referrals.

11 Knowledge Transfer

Regular updates – including via e-newsletters, the NAA website, events and one-to-ones – on the latest regional, national and international automotive industry developments.

The NAA scored an impressive 100% for usefulness when compared against a whole range of other manufacturing and business support bodies in an Annual Manufacturing Report from The Manufacturer magazine. It's no surprise to see these survey results and the comments about the NAA. As we all know, the NAA team does an amazing job in supporting us with an endless list of benefits. It's a trade body, run by the industry, for the industry, and it offers an amazingly efficient service.

Steve Williams
Managing Director at **Force Technology**



12 Sharing Best Practice

Business support highlighting industry best practice in areas from workforce development to organisational change.

13 Annual Dinner and Awards

A high-profile networking Awards event providing the opportunity for NAA members to enter for a range of awards and to benefit from ongoing PR – regionally and nationally – from winning individual categories. There are also sponsorship opportunities.



14 Event and Exhibition Support

Helping members to showcase their products at events and exhibitions at home and abroad and to take part in foreign trade missions.

15 Meet The Buyer Events

Matching buyers who need particular products and services with potential NAA member suppliers.



17 Promotion of the Sector

Promoting regional automotive industry capability nationally and internationally.

Identifying and continuously updating regional industry sector data and needs.

Providing industry sector input to regional policy and economic strategy.

18 Lobbying/Sector Representation

Representing the views of members and the wider sector at regional, national and international level, and liaising with the LEPS.

19 Skills

Working with businesses, the wider industry and the Automotive Council Skills Working Group to identify skills shortages and to set in place appropriate plans.



16 Regular NAA Events

Monthly meetings designed to encourage industry-specific networking, with associated presentations on key issues such as supply chain, innovation and business development.

Exclusive one-off fact-finding events, for example unique visits to vehicle manufacturing facilities that would not be possible without being an NAA member.

Joint events with other organisations such as industry bodies and the region's universities.

20 Industry Training

Training programmes at preferential rates to help members become more competitive in subjects from quality standards to sales presentations.

21 Annual Consultation

A one-to-one consultation each year to explore how the NAA can help with specific issues affecting a member company's operations.



For membership rates,
please refer to our website:
www.northernautoalliance.com

The benefits of joining the NAA – the view from our members

“Promoting the North West and the wider North as a great place to invest is vitally important to the automotive sector. The NAA plays a fantastic role flying the flag for Northern automotive and supporting small, medium and large companies to prosper.”

Sally Hepton, Director of Government Relations and Corporate Social Responsibility, Bentley Motors

“Best Automotive Networking Platform in the North”

Neill Briggs, Director of Product Development & Co-Founder, Briggs Automotive Company Ltd

“As a supplier of Electrification, Automation and Digitalisation to the largest of OEMs to the most modestly-sized supply chain SME, we felt membership would enable us to get closer to and really understand the manufacturing and digitalisation needs of these companies.”

Stuart Moran, Head of Automotive Business, Siemens

“The North West region has a fantastic automotive sector but it’s sometimes difficult to find the time to develop new relationships. The NAA team provides fantastic support, generates great networking opportunities and promotes the industry and members really well.”

Craig Allen, Regional General Manager, Gefco

“As the manager of an SME, I am always grateful of the opportunity to learn from the experiences of other organisations within our sector. Through their networking events, the NAA is by far the best organisation that I’ve come across to provide these opportunities. Further to this, we have received a significant amount of funded business support that we just wouldn’t have known about was it not for our membership of the NAA. This includes staff training, University projects and mentoring support amongst others.”

Matthew Kershaw, Chief Operating Officer, SETCO

“The NAA has given us the opportunity to gain a real understanding of the needs of the industry, since becoming a member we’ve developed some great relationships and I look forward to continuing our membership.”

Peter Catlow, Director of Energy Cost Management, Businesswise Solutions



The Northern Automotive Alliance

E info@northernautoalliance.com

W www.northernautoalliance.com

Sign-up as an NAA member online

www.northernautoalliance.com/about/become-a-member/membership-application-form