



# ***Engineered in Andover (EIA) Charter***

Remit and Purpose for the EIA Best practice group

(Developed December 2016, discussed and refined in February 2017)



# Who can Join the Network

- **Inclusive:** From single owner / maker companies to multinationals
- **Transparent:** An open transparent member list with no barriers to join
- **Broad eligibility:** any manufacturing firm from metal to food and in-between is welcome (engineering isn't just about metal bashing).
- **Mutuality:** all members can contribute and learn from each other. It doesn't matter if members are new to lean or a shingo prize winner.
- **Region/Geography:** The whole Test Valley area.



## What is the Purpose of the Network

- **Trust:** A principle of non competition to share ideas and good practice. A user led group that generates its own agenda.
- **Sharing:** Encouraging site visits, networking and co-operation away from the formal meetings.
- **Frequency:** Meeting 3 or 4 times a year to maintain the momentum. Off-site visits may be held if demanded.
- **Costs:** Inexpensive. This is free (nearly) - a commercial best practice visit for one person would cost some £300.
- **Format:** A simple approach a two hour meeting comprising of a factory tour, two x 15 minute presentations from others and lunch/networking.
- **Security:** If we need a simple NDA to keep the “guys in corporate” happy before a tour, that is common practice elsewhere.

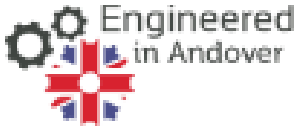


## Other Benefits

- **Interesting:** Every plant/company has an interesting story....often we don't see it as we see it every day.
- **Inspiring:** The sub visits and networking that happen after the meeting for 1:1 tours etc are invaluable.
- **Influential:** We can use this forum to interact with colleges / apprentice providers and have a voice to influence funders, politicians etc.

# Q&A

- *You know we really are too busy.....*
- A two hour trip out for your busiest production manager gives them 2 hours to think....is there a better way to do this?...hopefully each visit will inspire them.
- *We are too small to participate....*
- That's great..... small business can teach big business a lot about eliminating bureaucracy.
- *Nobody will be interested in us....*
- Its amazing what we are all good at but don't shout about.
- *It will cost too much for us to host.....*
- 1 x commercial best practice visit for one person is £300. (Eg with on-sight insights etc)
- If each member hosts one event every three years and provides lunch they will get at least 18 person days of factory visits for a tiny investment (3 meetings x 3 times per year x 2 delegates)
- *The Boss isn't convinced*
- Bring them along.....



# Typical meeting format

- Introduction and very short company presentation
- Factory tour
- 2 x 15 min project presentations with some follow on discussion from other teams in EIA or a speaker from another organisation.
- Lunch & Networking

Friendly, mutually supporting and informal atmosphere

*(Speakers can be commercially focused eg a Robotics company, energy saving consultancy, safety product company.....if we play it right they may even pay for lunch?)*