



S&A: Fabricating a brighter future with the North East BIC



The Flexible Support Programme provided much-needed support to S & A Fabrications managing director Simon Pelly, aiding the company's transition through its management buy-out and helping bring new innovations to market.

Simon Pelly first approached the North East Business and Innovation Centre (BIC) to find out how the Flexible Support Programme could aid his proposed management buy-out (MBO) and expansion of the 40-year-old firm.

Working with an experienced innovation adviser, Simon was able to tap into his wealth of knowledge to complete the MBO

as well as secure the funding required to expand the company's factory in Barnard Castle, invest in new machinery and increase its headcount.

As a result, S & A has successfully expanded its factory, creating three new jobs in the process and massively increasing capacity. The company is now fulfilling more orders than ever before and with a suite of new, state-of-the-art machinery, has been able to bring a series of new products to market.

Pelly said: "The support from the BIC has helped us achieve a lot. It was a very broad project because we were looking at what we could do with a very big and successful company but we have

since expanded our main manufacturing facility, invested in new technology and brought in three new members of staff.

"We've also built our own health and safety system for when we load vehicles, which we would never have been able to do without the support of the BIC and have invested in a whole host of new machinery that has since helped us explore new frontiers and break into new markets.

"In just 18 months, we've turned what was a traditional 'metal bashing company' into a forward-thinking and award-winning manufacturer of a wide range of fabricated products. This would never have been possible

without the support we received from the team at the BIC.”

Speaking about the process, he added: “My innovation adviser was absolutely fantastic. It usually takes a while for people to understand our business and he seemed to get it from the off. We received a total of 12 hours

support, discussing ideas and how the MBO would work and they went really well.

“He took the time to research what we did and that was evident throughout, he wasn't from the heavy metal industry and had no prior knowledge of it, but you could tell he'd done his research

and made himself familiar with our work, which made the process absolutely seamless.”

For more information on S & A Fabrications, please visit: www.s-and-a.co.uk

Flexible Support Programme

What you need to know...

The Flexible Support Programme is available to SMEs based across the county who are keen to explore their innovation potential, but need a helping hand to understand what innovation means for them.

Twelve hours' one-to-one support is available to eligible businesses. The support covers four themes and a 'pick and mix' approach ensures that support is provided where it is needed most, and is tailored to the specific needs of the business.

The four themes are:

- Horizon Scanning
- Strategic Planning
- Digital Landscape
- Attracting Innovative People

Eligibility

- SMEs operating with a B2B remit
- Located in County Durham
- Can demonstrate a strong commitment to understanding what innovation means for your business and putting it into practice
- Can dedicate 12 hours of time
- Potential impact will result in change.

Get in touch

Visit: ne-bic.co.uk/supporting-innovation

Call: 0191 516 6039

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