



help members operate effectively across defence, aerospace, space and security.

Using the additional resources of EEF – the manufacturers' organisation, as well as third-party specialists, we are able to offer access to a range of experts who can advise and offer practical tutoring.

Contact details:

To get in touch or to sign up for our e-newsletter, please contact us:

NDI

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NORTH WEST AEROSPACE ALLIANCE (NAAA)

The North West aerospace cluster is the largest in Europe and contributes over £7 billion to the UK economy, accounting for one-quarter of UK aerospace turnover.

The North West Aerospace Alliance (NAAA) was formed in 1994 to represent and support the aerospace industry across the North West of England. NAAA represents approximately 25% of the UK aerospace industry with over 220 member companies and a combined turnover in excess of £7 billion.

NAAA has developed considerable technical expertise to support aerospace companies through the delivery of over £20 million of supply chain improvement programmes such as Aerospace Supply Chain Excellence (ASCE), Growing Autonomous Mission Management Applications (GAMMA) and the National Aerospace Technology Programme (NATEP).

What we do – Represent, Influence, Shape, Engage

The North West Aerospace Alliance is the key industry organisation in the region, representing and uniting companies and organisations involved in the aerospace sector supply chain.

Our Mission

'To provide a fully integrated support structure for North West Aerospace companies'

The NAAA is responsible for shaping the industry through strategic thinking and delivery, by driving innovation and providing supply chain excellence and other business support programmes.

How we do it – Promote, Develop, Support

The NAAA achieves this through working with key stakeholders within the industry to develop products, services and supply chain development programmes that will shape the industry for the future.

Contact details:

North West Aerospace Alliance

Units 9 & 10, South Preston Office Village,
Cuerden Way, PRESTON,
Lancashire PR5 6BL
T: 01772 648800

MOTORSPORT INDUSTRY ASSOCIATION (MIA)

The Motorsport Industry Association (MIA) is the world's leading trade association for the motorsport, high performance engineering, services and tuning sectors. As an industry that is constantly having to deal with rapid development, it's our role to globally represent the specialised needs of our members.

The 'Concept Team'

The original concept was proposed by founder and original CEO, Brian Sims. In April 1994, leading personalities from the world of British motorsport joined forces and formed their own trade association. The aim was to promote motorsport as an industry – and arguably, one of the UK's most successful.

The international network

Today, we have nearly 350 members operating across an international network of business contacts. Collectively, our member companies transact more than £5 billion of motorsport business worldwide and the good news is that this network continues to grow. As the only Accredited Trade Organisation (ATO) for motorsport, in partnership with the Department for International Trade (DIT), we deliver international trade activities on every continent. Members also come to us for investment, funding and export advice.

Here's a flavour of what we can provide:

Representation

Our members come from the many diverse sectors of motorsport: high performance engineering and tuning companies; race and rally teams; governing bodies; motorsport services; research organisations; race circuits; universities and colleges. Our aim is to represent members and endorse the industry's positive profile. We will speak on behalf of sectors or as a whole when needed and since the MIA is also a member of the Confederation of British Industry (CBI), our members gain access to the UK's 'Voice of Industry'.

Political support is crucial. As joint secretary of the All Party Motor Group, we are at the heart of discussions that affect the industry's long-term economic prospects and collaborate closely with both the UK and European Parliaments.

Promotion

Working with the UK's Regional Development Authorities, we help those regions that are committed to motorsport industry development.

We're justifiably proud of the work we've undertaken to promote and encourage energy-efficient technologies in motorsport. We took the international lead with our 'Cleaner Racing' initiative which was first conceived back in 2001 and spawned various conferences over the years.

Business development

We're committed to helping our members establish business and collaborative opportunities. We organise networking dinners

and events with sought-after speakers and key influencers in their fields of expertise.

We encourage cross-sector collaboration between motorsport, automotive, defence, marine and aerospace through our Technology Transfer conferences and events. Knowledge-sharing across disciplines has proven to work when resolving critical issues.

For members looking to discover new markets and develop fresh opportunities, we also provide sources of research as well as liaising with many government agencies regarding the development of international trade and motorsport investment.

Contact details:

Motorsport Industry Association

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SCOTTISH SUPPLIER DEVELOPMENT PROGRAMME (SDP)

The Supplier Development Programme (SDP) is a business support initiative using training and information to improve the competitiveness of Scottish local businesses.

SDP is a partnership of local authorities and the Scottish Government (third sector) working together to bring your business support in all aspects of tendering. By assisting businesses to become tender ready for public procurement we improve all-round efficiency, sustainability and market potential.

By helping businesses become more able to tender for contracts we improve their prospects when competing throughout the UK where there is an annual public spend of £240 billion. We deliver this support through our training and events which are all listed on our Events Calendar. Once your business is registered you can access all of the support for free.

The international marketplace, particularly the EU, offers our businesses extensive opportunities.

Business support and assistance from SDP Partner Councils

Local authorities can provide support to SMEs that is relevant to procurement issues, business development and growth. The support available is dependent on which local authority area your business is based in. Use your local contact to find out more:

Meet the team

The Supplier Development Programme national team is hosted by South Lanarkshire Council and based in Hamilton, South Lanarkshire.

The team consists of:

- Programme Manager: Gillian Cameron
 - Programme Assistant: Elizabeth Bailey
 - Development Officer – Digital: Fran Goldie
 - Development Officer – Events: Sarah Gorman
- The team can be contacted at: **info@**

sdpscotland.co.uk.