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## IfM SME Membership

Enquiries: Membership Team T: +44 (0)1223 766 141 E: [ifm-events@eng.cam.ac.uk](mailto:ifm-events@eng.cam.ac.uk)

Name

Position

Company

Address

Post Code

Telephone

Email

Please select from the options below:

### Membership Type

☐ 0-49 employees (£1,000.00 ex VAT)

☐ 50-99 employees (£1,500.00 ex VAT)

☐ 100-249 employees (£2,000.00 ex VAT)

☐ 250-499 employees (£2,500.00 ex VAT)

☐ Business units of large companies up to 499 employees (£2,500.00 ex VAT)

### Payment Schedule

☐ Annual payment

☐ Quarterly payments

### Payment Method

☐ Invoice

☐ Credit Card

Invoice Address (if different from above)

Purchase Order No. (if required)

### Credit Card Details

Card Number

Expiry Date ...../..... Security Code (CCV) .....

Registered Address of Cardholder (if different from above)

Data protection: Information provided by you on this form will be processed by IfM ECS and used for the purpose of the goods and services ordered by you and for the billing of accounts. If you do not wish your details to be used for sending information about the IfM and its services and offers please tick ☐

Commercial transactions are handled via the following company, which is wholly owned by the University of Cambridge: IfM Education and Consultancy Services Ltd, The Old Schools, Trinity Lane, Cambridge, CB2 1TN. Company registration no. 3486934 VAT registration no. 711 610287

## IfM SME MEMBERSHIP



- BE PART OF A VIBRANT INDUSTRIAL COMMUNITY
- ENGAGE WITH A WORLD CENTRE OF EXCELLENCE IN MANUFACTURING
- DESIGNED FOR SMALL AND MEDIUM-SIZED MANUFACTURERS

The Institute for Manufacturing SME membership scheme gives companies access to strategic, technical and innovation expertise from one of the world's leading centres of manufacturing research and practice.

## ▶ IfM SME MEMBERSHIP

IfM SME membership provides small to medium sized manufacturing organisations with an effective way to engage with the research, tools and approaches developed at the Institute for Manufacturing (IfM).

### BENEFITS OF IfM SME MEMBERSHIP

- ▶ Places for you and/or your employees on **SME Member Training Workshops\***
- ▶ Opportunities to **network** with the IfM community and peers at social events such as the SME Summer Garden Party.
- ▶ Access to an IfM contact for **advice, referrals** and **relationship brokering** with IfM experts and SME peers.
- ▶ Opportunities to engage with talented Cambridge University undergraduate and postgraduate students on **potential projects** and **placements**.
- ▶ Complimentary **Affiliate Membership** of EEF (see below for list of additional benefits).
- ▶ 10% **discount** on IfM open courses (outside of SME training workshops).
- ▶ IfM Education and Consultancy Services (IfM ECS) has a team of Industrial Fellows experienced in meeting the **consultancy** and **business support** needs of SMEs. IfM ECS offers reduced rates on its consultancy services to UK SMEs with fewer than 250 employees and a balance sheet not exceeding EUR 43 million. A **further reduction** is offered to SME Members.

\*As part of the membership, employees at your organisation can reserve up to two places on each SME Member Training Workshop - participation is on a first come first served basis. Additional places on training workshops cost £200 (ex VAT) per event, per head.

### AFFILIATE EEF MEMBERSHIP



IfM SME Members are entitled to complimentary EEF Affiliate Membership. This gives you access to a wide range of industry intelligence and insight, policy representation, discounts on business services and use of the EEF member Advantages Scheme:

- ▶ **Online resources** covering areas including industry insights, employment law, health, safety and financing growth.
- ▶ **Representation** through participating EEF surveys, contributing to the EEF's aim of building a better environment for UK manufacturing and engineering.
- ▶ **Advantages:** a portfolio of products and services offered by approved EEF partners, including discounts on business services, healthcare, insurance, employee benefits and more.
- ▶ **Online tools** including a funding finder and lean benchmarking, supporting businesses seeking to finance new projects or looking to improve productivity.

## SME TRAINING WORKSHOPS

Our SME training workshops will help your employees gain practical skills and new knowledge based on tools and approaches from IfM research. The programme of workshops will cover a range of topics relevant to many areas of your business. Each workshop is designed to provide you with new insights and actions that can be applied back into your organisations to add value.

### 27 November 2018 - Increase productivity through 'design for assembly'

IfM has developed a proven approach to improving product design to make production line assembly as easy as possible. In this session we introduce the principles of design for assembly. We will take apart a product and put it back together so that you can test the principles.

### 12 December 2018 - Project Management

This workshop will show how to improve the results of various types of project through effective scoping, planning and management routines.

### 30 January 2019 - Management of People

This workshop will concentrate on people issues, looking at ways to improve performance through more effective management of people.

### 14 March 2019 - Value Mapping

The Cambridge Value Mapping Tool has been developed and refined over the last five years. In this session, we will explain the model and undertake workshop exercise to show how to identify 'value uncaptured' in the form of failed value exchanges: value missed, destroyed, surplus, and absence using examples from the audience.

### 3 April 2019 - Creativity/idea generation

Understand the basic principles of creativity. Demonstrate (with hands-on application) how to generate innovative ideas. Address customer needs, whilst aligning with a company's core capabilities.

### 8 May 2019 - Operations Management

This session will look at the underpinning systems and show how these are used to plan and control activities to achieve performance targets.

## PRICING

- ▶ Membership options are based on employee numbers (annual prices excluding VAT):

| Employees | 1-49   | 50-99  | 100-249 | 250-499 |
|-----------|--------|--------|---------|---------|
| Cost      | £1,000 | £1,500 | £2,000  | £2,500  |

Business units of large companies (up to 499 employees): £2,500

- ▶ Can be paid annually or in 4 quarterly installments.
- ▶ Can be paid via invoice or credit card, see booking form on reverse for details.

## FIND OUT MORE

To discuss IfM SME Membership please contact us:

T: 01223 766 141 | E: ifm-events@eng.cam.ac.uk

## BECOME AN IFM SME MEMBER

Fill in and return the form overleaf or join online:

[www.ifm.eng.cam.ac.uk/smemembership](http://www.ifm.eng.cam.ac.uk/smemembership)