



GLEAM NETWORK



UNIVERSITY OF
LINCOLN

MAKEuk
The Manufacturers' Organisation


Greater
Lincolnshire
Local Enterprise Partnership


Business
Lincolnshire
The place to go for business growth



As Chair of the GLEAM, I am delighted to introduce you to our network and community for manufacturing businesses in the Greater Lincolnshire region. Our goal is to bring together peers from the sector to connect and learn from one another - generating new ideas and solving our shared challenges.

During my time as Managing Director of Viking Signs, located in Grantham, and with vast experience in the industry, I am extremely proud of the way manufacturing businesses of all sizes have responded to challenges thrown at us over the past few years, with bold resilience and collaborative spirit, continuing to drive economic growth and employment in the county.

Greater Lincolnshire is a vast area with a wide range of manufacturing expertise, yet our successes and barriers are shared, which is where the GLEAM Network comes in. This is a network led by its members, offering businesses the chance to have real impact on its development and activities. I hope that you'll consider bringing your organisation into the GLEAM fold and look forward to welcoming you at future events.

Darren Joint

Chair of GLEAM | Managing Director Viking Signs



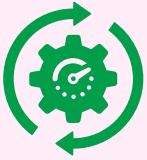
Welcome to The GLEAM Network

Manufacturing plays a major role in the economy of the Greater Lincolnshire area, contributing £4.76bn, or 20% of total economic value, and employing approximately 66,000 people. Our long and distinguished heritage in manufacturing and engineering has provided a legacy of sites, skills and exports.

In prioritising the sector as a driver for continued regional growth and recognising the need for greater connectivity across the county, the Greater Lincolnshire Local Enterprise Partnership (GLLEP), Business Lincolnshire and the University of Lincoln's School of Engineering founded the Greater Lincolnshire Engineering And Manufacturing (GLEAM) Network in 2020.

GLEAM provides a platform for manufacturing businesses to collaboratively solve common challenges by establishing a community for organisations to connect with one another and tap into support mechanisms available. The network's events and activities align with the GLLEP's priorities for manufacturing, focusing on business growth, skills development, supporting R&D and innovation, and capitalising on infrastructure and location.

Why Join GLEAM?



We **engage** with manufacturers and engineers within the Greater Lincolnshire Area.



We **share knowledge** on best practice and create unique opportunities for learning.



We create an environment where businesses can **connect** with each other.



We **support** member businesses by providing them with tools and resources.

This is a network exclusively for manufacturing businesses. Unlike other industry networks, we reserve the right to decline membership to intermediaries – seeking instead to prioritise peer-to-peer engagement, so that businesses can learn from one another. We'll bring in relevant, high-quality third parties as and when needed, at the request of our members. As a GLEAM member, you won't be "sold" to. Instead, you'll be presented with opportunities to maximise growth, solve problems, and enjoy being part of a progressive community.

Our ever-growing network welcomes new members to join free of charge and gain access to a range of benefits, including Affiliate Partner Membership with Make UK.

We look forward to welcoming you to GLEAM.

Sign up today

 incn.ac/gleam

What are the Benefits?

Participating eligible* businesses will benefit from:

- Regular contact with a vibrant community of local manufacturers
- Access to exclusive GLEAM networking events taking place both in-person and virtually
- Invitations to additional events organised by GLEAM sponsors
- Facilitated conversations with fellow business leaders, industry specialists and academics
- The chance to influence the direction of GLEAM activities through the GLEAM Steering Group
- Support to maximise local supply chain opportunities
- Regular news and updates regarding the sector, policy, resources and events
- Access to industry-led academic expertise and facilities provided by the University of Lincoln
- Direct contact with Business Lincolnshire Growth Hub (The Business Support Arm of the LEP) to direct your business to the relevant funding and support schemes available
- Complimentary affiliate membership of Make UK, usually priced at a minimum of £276.00.
- Opportunity to benefit from Zellar, an online platform to help your business improve its sustainability and decarbonisation activity

*To qualify for membership, your employing organisation must be a manufacturing business based in Greater Lincolnshire or Rutland. GLEAM membership does not support intermediaries, public bodies or financial sector businesses. We apologise for any disappointment caused.





Greater Lincolnshire has a strong manufacturing and engineering heritage, and is quite rightly proud of this outstanding position as an important centre for manufacturing in the UK.

The sector is the largest in Lincolnshire, employing 66,000 workers and worth £4.76 billion (20%). Despite tough business conditions globally, we have significant manufacturing growth areas in low carbon, in agri tech and industrial decarbonisation, amongst others.

Our Manufacturing Board, chaired by Darren Joint, is leading the charge in three priority areas: a network for manufacturers, supporting improvements to the provision of technical training and employer engagement and developing a robust case for a Made Smarter programme in the East Midlands. The board aims to grow the size of the sector by a third by 2030, which will in part be achieved through Business Lincolnshire's Growth Hub and support programmes, which continue to help manufacturers to grow and develop.

To strengthen our response to the Board's three priorities areas, we launched GLEAM in partnership with the University of Lincoln. This free-to-join network aims to establish a strong community for manufacturing businesses to connect, learn and work together. If you're not already involved, we'd be delighted to welcome you to the network.



Ruth Carver

Chief Executive | Greater Lincolnshire LEP



At the University of Lincoln, we value close relationships with our region's manufacturing community, seeking to continue our understanding of its challenges and source innovative solutions. We already have a range of existing partnership projects with many local manufacturing employers, including Knowledge Transfer Partnerships to develop a new product or process; student placements; curriculum development, collaborative research, and staff development programmes. The GLEAM Network provides another platform for us to engage with businesses across a range of engineering specialisms and has already resulted in the securing of funding, for example via the UKRI KTP initiative for a project with Gainsborough-based Eminox, stainless steel exhaust and emissions control systems manufacturer.

As a Senior Academic and Director of Enterprise for the School, I am proud of our region's rich manufacturing history and am certain GLEAM will play a key role in offering platforms and communication channels to support these valuable win-win partnerships. As an industry-led, dynamic University, we look forward to listening to and learning from business leaders' views and experiences.

Dr. Ahmed Elseragy

Director of Enterprise and MSc Engineering Management Programme Leader



Where do we cover?

We support the whole of Greater Lincolnshire and Rutland





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Contact Us



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Greater Lincolnshire Engineering And Manufacturing