

Pushing the boundaries: Tooling manufacturer taps into opportunities to move onto bigger and greater things

R&D/Leverage™ Europe is a leading supplier of Single Stage Tooling Solutions for a range of markets including Home and Personal Care, Food and Beverage, Pharmaceutical, and Medical. They also specialise in tooling solutions for 2-Stage Stretch Blow Moulds, Preform Tooling Conversions, and Injection Blow Moulds.

R&D/Leverage invests heavily in new machinery and constantly pushes the boundaries, identifying new markets, undertaking research and development, and honing their manufacturing process. Alan Tolley, Managing Director of R&D/Leverage says, “We have the mindset that to stay ahead of the game and be number one in the market, we have to constantly evolve and push the boundaries of our tooling.”

Working on the business

However, like many businesses they spend much of their time in the business and not on the business, and if it wasn't for bd3T, would have missed out on significant business opportunities over the years. “We tend to focus on day to day issues. bd3T brought us the opportunities, with minimal input from our side. We had some work to do, but it wasn't intrusive. It was hours or days, rather than months.”

Valuable new opportunities

In the seven years that bd3T have provided business support services to R&D/Leverage, they have brought numerous opportunities and initiatives to the table that have proved to be valuable and useful to R&D/Leverage, “Opportunities they were not aware of, or the resources to find out about.”

The right information

These initiatives include information on emerging technologies and the ways to take them up such as R&D Tax Credits, Patent Box and other funding support. These directly contributed to the consideration and take up of new manufacturing processes and new product development. Relevant to this work, bd3T introduced expert associates for intellectual property protection and Patent Box tax relief; plus staff training and development. “They have brought lots of opportunities to us and put us in touch with the right organisations, agencies and development boards ... in touch with the right people we needed to talk to.”

Ease of working

R&D/Leverage say the biggest benefit for them is the ease of working with bd3T. This saves them time, effort and resource in searching for information. One of the advantages is that assessing the opportunities has involved very little time or effort on their part. “You really don't have the opportunity to spend two days a week working on these opportunities,” says Alan Tolley.

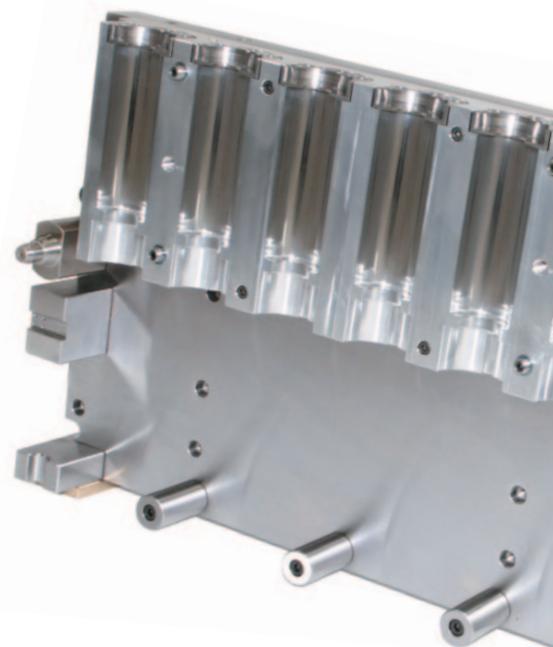


“I'd recommend bd3T because there is a tangible outcome. Long may it last! Let's hope a lot more things are brought to the table to make our individual company stronger ... and if that is multiplied by a thousand, or a million, it makes the UK stronger.”

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“bd3T explain opportunities precisely and clearly. There are no grey areas. It has given us the opportunity to move onto bigger and greater things.”

**Alan Tolley, Managing Director,
R&D/Leverage**



Move onto greater things

Because bd3T have years of experience in manufacturing products and processes, and contacts to match, they are able to source information that is relevant to companies and the way they operate. Alan Tolley says, *“bd3T explain opportunities precisely and clearly. There are no grey areas. It has given us the opportunity to move onto bigger and greater things.”*

Pushing the boundaries

Access to the right information, people and training has enabled them to make changes to the business and their processes, and to introduce advancements to their manufacturing processes. This has significantly reduced the time it takes to design, produce and deliver new tooling solutions to their customers. *“We have to keep pushing the boundaries. What we are doing is pushing at lot of metal, a lot more tooling out of the door.”*

Business for tomorrow

R&D/Leverage say the information and ideas bd3T have brought to the table has been invaluable, benefiting their bottom line and boosting their working capital. One example was their ability to claim tens of thousands of pounds in research and development tax credits. Through bd3T they discovered that they were entitled to claim for what they saw as ‘doing business for tomorrow’. They are now preparing future claims on the back of this first R&D claim, successfully processed by bd3T’s partner, randd UK Ltd.

Opportunities brought by bd3T

Their ability to claim R&D Tax Credits has enabled the company to investigate new market opportunities, target totally new markets and get to market quicker. *“Are we quicker to market? Absolutely. Because of the opportunity of R&D Tax Credits we are doing a lot more development work, such as high-speed milling, different cutters, and different applications. That has come about because of the opportunities brought to us by bd3T.”*

Benefits to R&D/Leverage

- Push boundaries of tooling to be No1 and stay ahead of the game
- Work on the business with minimal disruption to day to day operations
- Save time, effort and resource in searching and evaluating opportunities
- Enable changes to business and advancement to manufacturing processes
- Provides a significant boost to bottom line and working capital

bd3T in partnership with randd, R&D Tax Credit Specialists



bd3T work in partnership with randd uk limited, a specialist practice processing applications solely for the R&D tax credit scheme. Randd’s in-depth knowledge of manufacturing and the processes, experience in engineering, software, food, construction and electronics sectors, and insight about exactly what HMRC need to process claims, has resulted in a 100% claim success rate to date.

About bd3T

Bd3T identifies technology development opportunities to strengthen manufacturing organisations. Specialising in supporting the manufacturing sector, bd3T is uniquely placed to help companies to successfully claim under the R&D Tax Credit scheme, understanding the technical justification required and qualifying criteria. bd3T are also experts in development technology for advanced manufacturing innovations, focusing on product and process improvements.

Specialities: Leading the commercial success of manufacturing developments, including technical and commercial aspects for launching new products and services:

- > Engaging industry with better technologies for business strength, and helping them to utilise them.
- > Extensive experience of industry for growth and strengthening through clever technologies.
- > Devising fit-for-purpose designs, processes and proving procedures of materials and components.
- > Systematic Innovation, a problem solving technique based upon successful product and process R&D.