



Investing in R&D: Filter manufacturer speeds up development work to gain market advantage

MicroMesh Engineering Ltd are a leading UK designer and manufacturer of hydraulic, oil and air filters for industrial requirements. Heavily involved with Research and Development, they specialize in producing obsolete and non-standard filtration products for the rail, mining, and off-road industries. Producing bespoke and replacement filters for companies such as Rolls Royce, Bombardier, Alstom and Triumph Motorcycle.

Founded in Nottingham in 1968 to meet the needs of the local coal mining industry, Micro-Mesh have since diversified, and now design and develop filters for a range of industrial applications. Rather than selling through agents and distributors, Micro-Mesh target new markets and original equipment manufacturers (OEMs) directly.

Time is biggest challenge

The company says the biggest challenge they face is finding time for new projects, and investigating which projects to pursue. As a SME with 20 employees, they have to divide their time carefully and look at how they are going to use their resources. *“The biggest business challenge is time, finding time for new projects, for looking at what projects to go into”* says Micro-Mesh Managing Director, James Underwood.



“Having known Patrick for over a decade was a plus. It worked out in our favour. It was a good decision to take his advice.”

“The investment can be larger, we can move projects on a lot quicker, and we can have more projects running concurrently, because we know that the money is available to claim and to come back.”

**James Underwood,
Managing Director,
Micro-Mesh**

Speed up development work

Micro-Mesh were investing heavily in Research and Development, but weren't fully aware of the R&D Tax claim process, what they were eligible to claim for, and the advantages for their business until they met randd UK Limited through Patrick Eaton of bd3T. Getting the money back from HMRC has meant they can undertake new projects with confidence and speed up some of their development work. As a result, they are now able to develop and design new products at an earlier stage of the project, and thereby gain a market advantage.

Move projects on a lot quicker

Micro-Mesh are more willing to spend money on research and development because they know they are going to be able to claim some of the money back. James Underwood says *"The investment can be larger, we can move projects on a lot quicker, and we can have more projects running concurrently, because we know that the money is available to claim and to come back."*

No need to wait for customer order

They are now able to take on projects that involve considerable tooling and investment. Where previously they would wait for a customer order, Micro-Mesh now build a prototype to show the customer. As a result, they no longer need to rush development once they have the order, and it has given Micro-Mesh more flexibility and foresight to do projects.

Focus on customer requirements

Micro-Mesh say the tax advantages have allowed them to undertake more. They now have someone working full-time on new projects, designing new products and developing new solutions to meet customer requirements.

Benefits to Micro-Mesh

- Invest in R&D to strengthen the business, with confidence
- Undertake more development projects and spread the risk
- Able to commit to projects earlier to gain competitive advantage
- Create and protect prototypes, demonstrating capability to customers
- Work on speculative R&D projects, away from operational pressures

Encourages more development

bd3T continue to advise and support Micro-Mesh between claims, helping them to be ready for their next claim via randd UK. James Underwood says they have been very happy with bd3T and randd UK, *"It has worked very well. There is benefit for us. It is encouraging us to do more development. A very useful exercise – definitely."*

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.