

Framework for Tier 1 Engagement

Prepared by UKTI

Background

The UK Automotive Council has prioritised strengthening the UK-based automotive supply chain as an issue of the highest priority. At the first Council meeting on 10 December 2009 it was decided that a key goal in achieving this objective should be a programme of high-level engagement with Tier 1 suppliers to set out the case for new or incremental investment in the UK. This paper sets out a framework for that engagement.

Proposed Approach

UKTI proposes targeting potential investors through 3 core activities:

1. Due diligence on global suppliers to analyse their current UK footprint and their potential for future investment. UKTI will use its existing stakeholder network (Overseas POST, BIS relationship managers, RDAs, Auto Council members) to understand current relationships, issues and likely willingness to engage.
2. Use of the Commodity Road Map to be produced by the Automotive Council Supply Chain Group to identify commodity areas where the UK lacks capability but where demand exists to attract investors.
3. Working with Automotive Council Technology Group and use of the TSB UK Capability Study to identify where emerging UK technological capabilities would present an attractive investment proposition

Once a company with a high investment potential is identified on the basis of above targeting we will seek to arrange a senior level meeting with the Automotive Council Chair or other appropriate Automotive Council member and HMG.

Other Opportunities for Engagement

Short term - Dec to Mar

Geneva Motor Show 2010 – RP-J and Ian Lucas attending Press Days on 2 and 3 March. Meetings held with Robert Bosch and Valeo.

Medium Term – Apr to July

Use existing exhibitions and conferences as a vehicle for meeting suppliers.

SMMT Conference, London, June 30th

Long Term – Aug to Dec

Low Carbon Vehicle Conference and Exhibition, Millbrook, 15-16 September 2010.

Paris Motor Show, 2-17 October 2010. Plan a significant BIS/UKTI/Auto Council presence.