

Make UK Manufacturing Awards

CATEGORY ENTRY GUIDANCE

Innovation

This award celebrates innovations executed through new products, processes, markets and business models. Such innovations will be governed by strategic intent and have driven greater productivity, efficiency and or business growth, within the last three years.

Examples include (but are not limited to):

- **Pioneering Product or Process Innovation:** Recognition for the development of a novel product, process, or design that demonstrates potential to shape future markets.
- **Digital Transformation in Manufacturing:** Acknowledgment for innovatively transforming manufacturing processes through strategic investment in digital technologies such as showcasing innovative/productive use of digital technologies or AI/digital transformation.
- **Adoption of Emerging Technologies:** Commendation for investment in cutting-edge technologies previously unexplored within the sector, showcasing forward-thinking initiatives.
- **Collaborative Partnerships for Industry Solutions:** Celebrating successful collaborations within the supply chain or with universities to address current economic challenges, such as volatile supply chains, and effectively bring new manufactured solutions to market.
- **Enhanced Efficiency and Productivity:** Recognition for implementing innovative methods that significantly improve efficiency and productivity within manufacturing operations.
- **Innovative Business Model Evolution:** Applauding the adoption of new business models that propel the company in a fresh direction, such as servitization or the introduction of circular economy principles, fostering sustainability and growth.

Important Information

- Please ensure you take the time to read and adhere to the [terms and conditions](#) of entry.
- Ensure sections are completed in full and financials are included where required.
- For assistance in navigating the online portal [click here](#).
- Please fill in the entry and contact information pages to the fullest – this information is used to contact you in relation to your entry and also used for the purpose of creating certificates and trophies and other awards related materials.
- Financial information is requested for this category under Question 3. Please see below for further details.

Entry Guidance

The question guidance in this document is for use to support you in completing your entry. They are examples of what you may include in your entry but you should not limit your entry to only including these. For further assistance in telling your story contact the awards team.

Question 1: What did you set out to do and why?

Set the scene by telling us about your business and what you do. (500 word count)

- **TIP – Don't use up your word count describing your business, the judges already know a lot by your entry information. Instead include that briefly and then move onto the nature of your project/ strategy/ change and why this was important to implement.**
- **Describe the strategy behind introducing the innovation (i.e. new product, process, market or business model)**
- **What challenge or (market) opportunity did the innovation address, and**

why? How did you decide this innovation was right for your business?

- Explain how this innovation was novel to your business, sector, industry or the world.
- How does this innovation benefit from your existing manufacturing expertise?
- The judges will seek evidence for applicants to demonstrate their approach to innovation is strategic and well contextualised in the future vision of the organisation. This might include specific outcome of increased productivity, cutting time of production, increase in profitability or lowering the cost of running business. You may also provide exemplar extracts from your innovation strategy, commentary from senior professionals involved in innovation activities to support your case.

Question 2: Project in Action

Describe how the project/ programme was implemented in your business. (500 word count)

- TIP – this is the part of the entry form where you will spend most the time telling your story.
- Describe how the innovation was designed, what technology was adopted (including time frame, key milestones, approach and governance) Any tangible benefits and outcomes of that change
- Who was involved from the company, was there a dedicated team, what

external support (if any) was called upon and what capital investment was required (if any)?

- What technology was used or introduced as part of, or to support, your plans?
- What unforeseen barriers did you encounter and how were these overcome?
- How did you take your workforce on board with the changes into your plan and what role, if any, did your employees play?

3: Objectives and Results

a) Outline your objectives or targets used to measure your success (500 words)

- This is where you show the targets set for the strategy/ project discussed in question 2.
- TIP – the more measurable targets you can include the better the judges can understand what you were trying to achieve and how much you ultimately accomplished
- Objectives: this is the main objective you were looking to achieve
- Specific target: is the measurable target to set to achieve this goal
- Target delivery date: the date you set to achieve this target by

b) Have your plans met/exceeded your objectives/targets? What has been the benefit to your company? (500 words)

- Achievement: what was ultimately achieved – target achieved? Exceeded? Did you finish it early?
- How has the overall business benefitted from the innovation?

**c) Provide net profit and turnover for past three years (500 words)
*For this category, these figures are compulsory.***

- Any additional benefits accrued which were not foreseen in the original plan.
- What plans do you have in place to build on your success?

- This information will be kept strictly confidential. All judges sign an NDA prior to viewing entries.
- This information is required for this category to understand how the innovation has influenced your business. You can choose not to include this information however it will reflect in the judging.
- In the relevant notes box below the table include any additional information you wish the judges to know. For example if you show a significant dip in profit it may be due to the capital investment you made in new technology.

Supporting documents

- TIP – this is your opportunity to show examples of your project, team, project plans and give a visual to the judges
- We would encourage you to upload a short video (up to 1 minute) to help support your application. This could be you speaking to camera, a testimonial from a colleague, or footage of your factory/site/a product you've worked on.
- We cannot guarantee that the judges will view any additional items beyond 1 A4 page/1 slide per upload.
- Do not include any links to external websites – these will not be viewed.
- Please ensure you reference your supporting documents within your entry form in the relevant areas - you can name each file to make this easier for the judges to identify.

For further information contact: awards@makeuk.org