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Strategies for engaging industries

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MTC

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Contents

- Why industry engagement matters
- Understanding the UK context
- The MTC approach
- What Defence has taught us
- Engaging Aerospace & Defence organisations
- UK model for Industry Engagement
- Tips for engagement with defence
- MTC Case Studies
- How could this work in your country? Building an industrial engagement roadmap
- Key takeaways

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Why industry engagement matters

Building Skills Ecosystems With Industry, Not For Industry

Industry engagement helps:

- Identify future skills needs
- Validate curriculum content
- Provide real-world context
- Improve learner outcomes
- Accelerate technology adoption

Raise your hands!

How engaged is industry in your current programmes?

- *Limited engagement*
- *Consultation only*
- *Active participation*
- *Strategic partnership*

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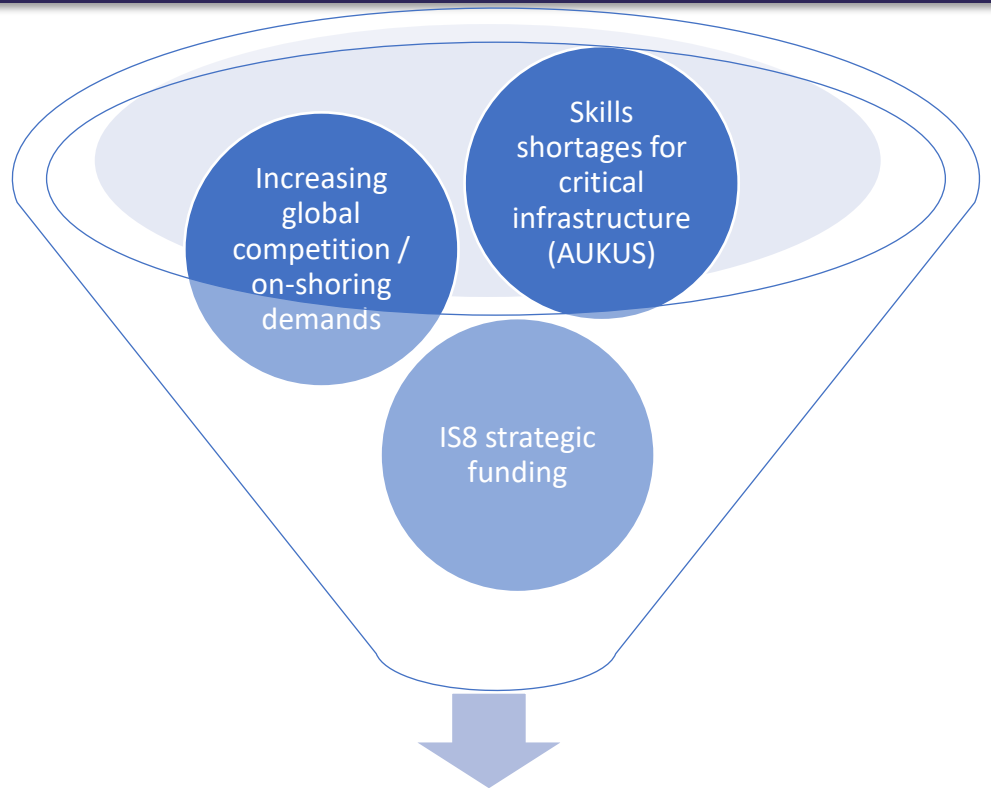
Understanding the UK Context



Skills can no longer sit separately from productivity, innovation, competitiveness and industrial strategy

According to the ONS:

- **49,000 manufacturing vacancies across the UK**
- **42% of these are already considered Skills Shortages Vacancies (SSVs)**
- **In 2017, just 29% were SSVs…**

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The MTC Approach

MTC works across:

- Technology development
- Industrial deployment
- Workforce development
- Supply chain capability

→ This means we often see skills challenges through an industrial lens rather than an educational lens.

Our Starting Point

Instead of asking: "What training do you need?“.
We often ask: "What business or capability challenge are you trying to solve?"

MTC Example

RM Group KTP unlocks £4m+ revenue | MTC

- **Advanced simulation skills embedded in-house**
- **Staff upskilled to Simulation Engineer level**
- **Knowledge transferred through hands-on industry support**
- **Training materials created for sustainable capability growth**

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What defence has taught us

Working with defence has shaped how we engage industry.

Defence organisations often prioritise:

- Capability
- Security
- Readiness
- Resilience
- Risk reduction

before discussing:

- Training
- Courses
- Qualifications

Q: Does your defence sector think differently from other industries?

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Engaging Aerospace & Defence Organisations

Lead with capability challenges	• Workforce resilience • Supply chain capability
Build Trust First	• Consistent engagement • Technical credibility • Long term relationships
Demonstrate Industrial Understanding	• Speak about risks • Understand capability gaps • Think future requirements

MTC Example

Many successful engagements begin with manufacturing or technology discussions and evolve into workforce development initiatives.

E.g. work with BAE on technical development of AM project → led to training course for range of AM engineers → someone seconded to BAE in AM

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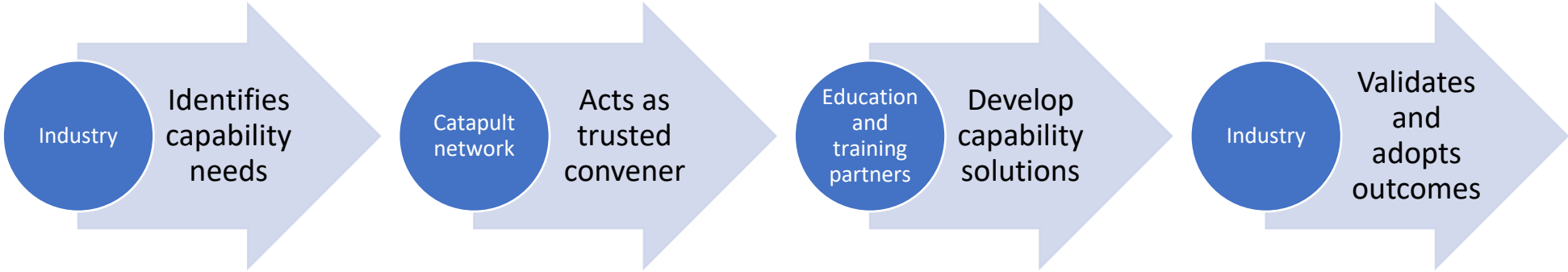
Uk Model for Industrial Engagement



Why This Works

- Neutral environment
- Industrial credibility
- Shared challenges
- Long-term partnerships

Reflection
Who performs this role in your country?

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Practical Tips

Start With Industry Challenges

- Not training programmes.

Make Participation Easy

- Respect time and resources.

Deliver Early Value

- Insight before asking for commitment.

Use Existing Champions

- Successful companies attract others.

Maintain Relationships

- Engagement is continuous.

Q: Which of these is hardest in your organisation today?

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MTC Case Studies

Case Study 1: Core Research Program / Membership

- MTC has around 100 member companies across supply chain and end users.
- Companies can access core funding to collaborate on technology projects (part govt matched)
- Projects are voted on by industry

Companies engage around:

- Automation
- Digital
- Laser processing
- Additive manufacturing

→ Skills requirements emerge naturally from implementation challenges.

→ Membership model and CRPs build trust

Case Study 2: HVMC Joining Forum and Defence Company 'Missions'

- Catapult network convenes around one challenge
- Companies invited to workshops with key cross-network experts around a known challenge (joining skills)
- Use cross-network special purpose groups to bring experts into room (HVMC Joining forum)
- Projects prioritised and selected with industry input
- Projects kicked off through centre models (this can be the challenge)

Example:

- Recent project kicked off on laser welding in a vacuum development
- Final stage if adopted will be development of skills package

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How could this work in your country - discussion?

What already works?

- Current successful approaches.

What are your biggest barriers?

- Industry engagement challenges?

What UK practice could be adapted?

What role should a CoVE play?

- Facilitator? Convener? Provider? Partner?

What does success mean to you?

Discuss for 1 mins a line (5 minutes)!

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Key Takeaways

UK Experience Suggests:

✓ Start with industrial challenges

✓ Build trust before programmes

✓ Understand sector-specific mindsets

✓ Use trusted intermediaries

✓ Link skills to capability and competitiveness

From todays discussion we will identify common methods, approaches and principals for building industrial engagement and support needed.

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