

# Success Story

SparkFund

Client Logo

aldercote.com



## Project overview:



### Introduction to the business involved.

Aldercote (ALC) was founded in 1999 and initially specialised in the manufacture of aircraft de-icers and washers and Specialist Vehicle Engineering. Following a number of strategic business acquisitions ALC launched various vehicle mounted access platforms and has since experienced significant growth and expansion.

### Why did they engage with SparkFund?

ALC were in need of some grant support to develop a new innovative and efficient process line for man lift and other vehicle mounted fitments to a variety of vehicles. Previously, these fitments had been provided by ALC to their customers, for them to fit themselves. However, increasingly their customers were looking for a full turnkey solution with the company, supplying the vehicles complete with fitments ready for their use.

### Which grant and why?

ALC and SparkFund's Innovation Manager agreed that the Innovation Voucher was the most appropriate way forward, as essentially this was a new to business process innovation.

## The challenge:



### What were the challenges?

The workshop space had to accommodate ALC's current operations and incorporate the new process line. This created a challenging specification for the new equipment. Not only was it essential for the equipment to manage the load lifts, be flexible in how it was deployed but it was critical for it to take up a minimum of workshop space.

## The solution:



### Steps taken with SparkFund Innovation Manager.

- Developing a grant application for the Awards Approval Panel.
- Procurement of the the required external expertise/supplier selection in a timely, professional way ensuring best value.

## The results:



### Impact on the business/environment?

SparkFund's support has proven to be a vital step in helping ALC's process innovation come to life.

Since installing the new fitments to a variety of vehicles, ALC have experienced significant improvements to efficiency, with increased turn-over and profitability. ALC's responsiveness to meet customer demand combined with SparkFund's Innovation Grant Support have led to a substantial boost in competitiveness in a challenging market place.

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