

UKDF, Manchester
9 April 2002

Recent Happenings in DTI

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The logo for the Department of Trade & Industry (DTI), consisting of the lowercase letters 'dti' in a stylized, white, sans-serif font.

My Role - in CII6 “Business Relations”

April 02

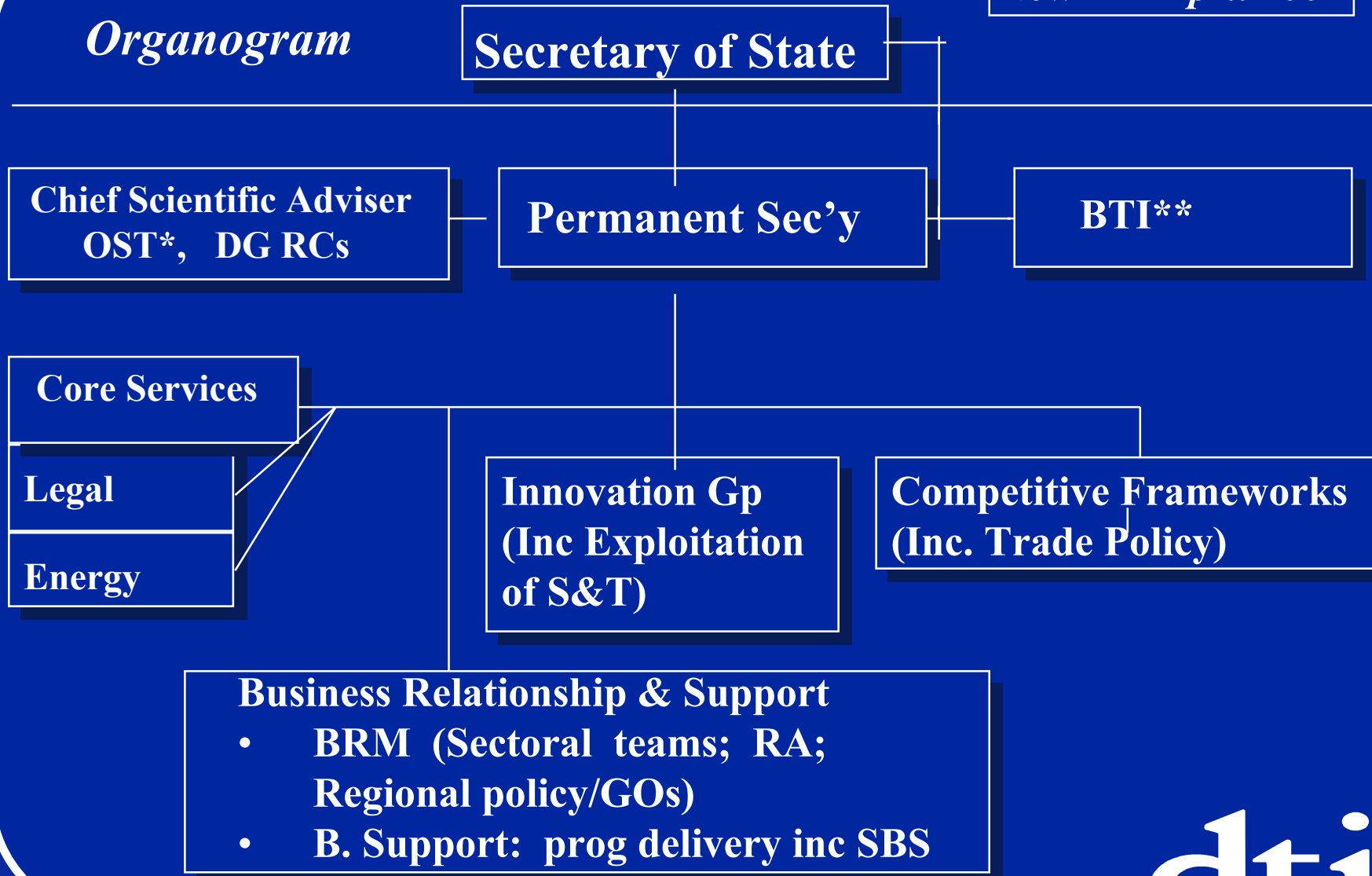
- **Electronic Components**
 - Semiconductors & other actives; Passives; PCBs
- **Electronics Manufacturing**
 - PC Hardware industry
 - Electronic Manufacturing Services
 - Hybrids, MCM, other interconnection/Packaging
- **Electronics Design**
 - PCB, semiconductors, systems
 - Including Independent design
- **Consumer Electronics**

What is Business Relationships? April 02

- **Focus for Industry-Government dialogue**
 - Regulatory, industrial & technology policy
 - Address directly, or establish appropriate contacts
 - Establish communications links
- **Understanding industry via contacts & research:-**
 - Trade Associations, companies, organisations
- **Identify new activities - to add value**
 - Variety of mechanisms
 - Complement Regional initiatives (eg RSA, RDAs)
 - Minimal funds: “pump-priming” approach

DTI
Organogram

Now – 1 April 2002



Business Relationships & Management Electronics Unit

April 02

Head CII - David Hendon Xn 1839

Other Units eg
UK On-line for Business;
Comms N'works; International
Comms; S'ware & CPU services;
Publishing & New Media

**CII6
Electronics Unit
Geraldine Alliston, x 1293**

**Electronic Services
(Inc, I&Control,
Medical
Electronics
Security
Richard Foggie
Xn 1297
Mark Begbie
+
Support Group**

**Electronic Systems
(Inc. Optoelectronics,
Displays, Storage,
Defence Electronics.
Peter Batchelor Xn 1342
Paul Rochester**

**Sectoral Analysis and
Business Support
Tim Scragg x 1324
Keith Johnson**

**Electronic Components &
Manufacturing
(Inc. Design, Semics, Passives,
PCBs, EMS, PCs & peripherals,
Consumer Electronics)
Tim Reynoldson Xn 1337 Nick
Jolly Xn 1331,
Gary Anscombe Xn 1972**

**Skills Strategy
Jeremy Allen Xn1879
+Peter Revill Xn 1439
Pete Owen Xn 1636**



Recent Highlights

April 02

- **DTI Reviews:** Structure; Programmes. (Efficiency gains)
- **Ministers targets** Innovation; Added Value; Skills; E-Business
- **White Papers:** Science & Innovation; Knowledge Economy (“Opportunities for All”); Communications
- **New Link prog:** Information Storage & Displays: Call in May. Contact is Ian Williams, www.linkisd.org.uk?
- **UK Online:** Extended. “UK to be No.1 IN E-Business”
- **Framework VI:** To launch Nov 02 – Call for Expr.of Interest
<http://www.cordis.lu/fp6/eoi-instruments/home.html>
UK Growth Programme Contact: 020 8943 6660.
- **Environment:** CCL; WEEE, ROHS, EEE

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Design-related work

April 2002

- **Electronics Design program; extended to end 2002**
 - Further extension under consideration
- **Skills: NMI, PCBs, Electronics Engineering STEP**
- **International Marketing:**
 - Showcase guide (revised Oct 01)
 - Missions to/from Taiwan - May/December 2001
 - Mission to China March 02
- **Environmental eg Lead-free solder, WEEE, C.C.Levy**
- **Signposts/Links to other programmes eg TCS, Smart**
- **Competitive Analyses issues**

dti

ED Programme Results: Actual v Planned - 22 Jan 2002

Adoption (Support Centres)

	Plan	To Date	Oct. 01 figures
Support Centre enquiries	+ 5%	3,907	3,545 (Oct. plan 3,555)
Initial meetings	+ 5%	1,482	1,281 (Oct. plan 1,245)
Project Starts: - At the S.Centre - At Client or Supply Industry (ie Projects catalysed by Centre, by Dec 2002 ie end of prog.) Total projects by Dec 2003	+ 25%	284 <u>161</u> 409	230 <u>153</u> 373 -
Completed projects (at S.Centre)	104	152	130

ED PROGRAMME Value-Added – Preliminary Results

Oct 01

Gross Profit Predicted in 2-yrs time

- **Data collected (33 projects)** £18,5m
- **Projection for all project starts (215)** £120.4m
- **Discount 50% - eliminate “old” projects** £60.2m
- **Discount 60% - successes** £24m

Comment: >4x leverage on project costs
+ unknown projects + value of awareness

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Recent Design-related work (Some involving financial support)

May 2001

Covers R & D (Collaborative & Single Co.), Technology Best Practice, Skills, Inward Involvement, Exports

- **Recent**

- **Microelectronics in Business program**
- **Benchmarking survey (~1995) SBA**
- **Competitive analysis (~1996) SBA**
- **Malaysia Mission (1997, 8) SBA**
- **EMC Handbook (1995 on) FEI**
- **Procap” - Design-house certification“ Skills: Work Permit**
- **Link programme: Optical Systems**
- **Promoting UK Design:**
 - **I-UK brochure; Showcase guide; Missions to Japan (May 00) + Taiwan/Korea/Japan (Nov 00);**

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Recent Microsystems Activities

- **Awareness**
 - **Introductory Primer.**
 - **Europpractice**
 - **ITS missions:**
 - **New Trade Association**
 - **Benchmark study of UK**
 - **lags other countries**
 - **lacks user-pull awareness**
 - **lacks physical infrastructure**
 - **CoExcellence Feasibility Study - MMA (Ongoing)**
 - **Product development and low volume production**
 - **Exploring way forward**
- Revised Yr-2000 inc. adoption help. eg Switzerland, Taiwan MMA by MMA (Yr-2000) eg Ger., Fr., Switz**

Recent Skills Work

April 02

- **Strategic groups**
- **Cross-government**
- **Examples**
 - **National Microelectronics Institute (Inc CEESI)**
 - **Alba SoChip centre**
 - **Radio Frequency Engineering (RFEEI)**
 - **Advanced Microelectronics for Industry (AMI)**
 - **PCBs: EDR programme**
 - **Electronic Engineering “STEP”**

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