



# ANNUAL MEMBERSHIP

Cluster . Connect . Grow



# ABOUT NEPIC

We work with chemical-processing and supply chain companies to help them become successful and sustainable organisations in a business environment that enables them to grow.

“ The NEPIC team are great people, with real industry knowledge & experience of the Process Sector.

BUSINESS DEVELOPMENT TEAM | UTILITYWISE



Through our established network, we provide business growth support to member organisations small and large through networking, events, mentoring, knowledge sharing, promotion and signposting.

## PURPOSE & MISSION



**The process industry in the North East of England is a world class, high value industry cluster based on innovative, high tech manufacturing. We are recognised as passionate and proud of our industry, region and its stakeholders.**

Our mission is to help existing and future members to become successful and sustainable organisations within the process industry sector in the North East of England.

## GOVERNANCE & LEADERSHIP



**NEPIC is a privately owned, industry led organisation.**

The elements that exist within the Cluster include the Board, that is responsible for formal governance including strategy, financial and operational activities; the NEPIC Leadership Council, responsible for guidance, leading issue focus groups and ambassadorship and the NEPIC team, charged with overall delivery and implementation.

# NEPIC IN NUMBERS

Representing an **industry** that generates **£26 billion** of annual sales & **employs 190,000**



**340** member companies



**70+ events** in 2018  
& workshops hosting  
**2,500 guests**



**120 industrialists** supporting the  
members through **mentoring**



**6,000** social media followers &  
**9,000 strong industry database**



**Led by industry:** experienced  
**Board of 10**, Leadership Council of  
60 industrialists & **strong team of 12**



**Founded in 2004** to reconnect industry,  
promote investment & strengthen  
supply chain links

# YOUR NEPIC MEMBERSHIP

Membership of NEPIC offers you exclusive access to a vast network of like-minded businesses that have come together to support the growth of business and the chemical-processing sector in the North East.

**The NEPIC network is focused yet diverse.**

## EVENTS

Each year we run a range of events across the region; ranging from breakfast meets to roundtables, workshops, exhibitions and conferences. Each one is designed to offer you the opportunity to meet the right people, understand their needs and communicate your message. See page 14 for our 2019 event calendar.



## MENTORING

Through NEPIC's network of experts and mentors, we will work with you to take your business forward; helping you to overcome growth barriers and seek success within the region's vibrant chemical-processing sectors.

In addition to the sector and technical expertise from within the NEPIC team, we also host numerous 1-2-1 business exchange appointments and elevator pitch mentoring sessions.

## PROMOTING

**We understand the importance of promotion and sharing information.**

As a member of NEPIC you benefit from a modern, responsive news service, access to our extensive social networks and on-line promotion via Members' Hub and Members' Directory.



## CHAMPIONING

We are continually addressing industry challenges and championing the sector to ensure the long-term sustainability of chemical-processing in North East England.

NEPIC Special Interest Groups allow for communities within the network to come together and advance critical areas of interest by understanding the challenges, identifying the opportunities and developing strategy and solutions that benefit the sector, the region and business.

**During 2019, our Special Interest groups will focus on:**

**Teesside Integrated Manufacturers**  
A connected industry

**Supply Chain & SME Development**  
A strong supply chain

**Clean Growth**  
A sustainable sector

**Best Practice & Innovation**  
A collaborative environment

**Future Leaders Forum**  
Future proofed

**Communications & Engagement**  
Understood and respected

VIEW OUR  
**MEMBERSHIP CHECKLIST** ☒  
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# YOUR MEMBERSHIP BENEFITS

**On an annual basis each and every NEPIC member is entitled to the following benefits.**

Our annual membership benefits are detailed under four sub-categories - Marketing, Signposting & Referrals, Events & Networking and Business Savings.

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## MARKETING SUPPORT & RESOURCES

- NEPIC Membership Certificate
- Membership Logo
- NEPIC Directory company profile listing and logo
- NEPIC Directory hardcopy
- On-line Directory listing
- Subscription to member e-bulletins and updates
- On-line Member-to-Member promotion
- Access to Members' Hub
- Member news, event and offer promotion via Members' Hub & social platforms
- Social Networking - access to NEPIC's member only social groups

## BUSINESS SUPPORT, SIGNPOSTING & REFERRALS

- Signposting - via telephone, email, web or social media
- Face-to-face business support & advice
- Access to the network - business interactions between SMEs and large companies
- International connections & business opportunities
- 'Match & Mentoring' service via Engineering & HR Connect
- Inter-cluster referrals
- Funding support - access to finance
- Access to a dedicated sector export adviser via UKTI
- Cluster determination - one company, one vote on all cluster activities

## BUSINESS EVENTS & NETWORKING

- Admission to NEPIC's monthly members meeting, Cluster Connect
- Admission to NEPIC's members meeting, Pharma Connect
- Access to networking events & exhibitions
- Access to knowledge & best practice events
- Speaker opportunities
- Annual award entry

## BUSINESS SAVINGS

- Significant savings via NEPIC's strategic partners including Lockton Insurance & Lumo tax.
- Reduced rates for all NEPIC paid activities including event admission, advertising, sponsorship, exhibition rates and marketing services



# RAISE YOUR PROFILE



## MEMBER NEWS SERVICE

**We recently reviewed how we can most effectively use digital communications for regular sharing of member news and updates that best utilises our extensive database and busy social networks.**

To ensure we offer a modern, responsive news service, we introduced new promotional features to your membership package in late 2018. We launched a new fortnightly Cluster News e-bulletin that is packed with the latest industry news and updates that members can now post direct to our main news pages via Members Hub.

We also added new features including important social sharing functions, view counters and automatic news updates across member company profiles.

## ANNUAL MEMBERS DIRECTORY

**The NEPIC Directory is a vital tool in marketing North East England as the place of process sector investment and showcasing the capabilities and passion for growth that lie within.**

Packed with insightful content and over 400 company profiles, it provides an informative and practical resource guide to the extensive products and services available within our network.

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## GAINING GREATER EXPOSURE



**In addition to the array of promotional tools and marketing opportunities available through your membership benefits package, we also offer a range of advertising services that allow for targeted promotion of your business, products, events and services to the wider chemical-processing sector**

Be it print, digital or event sponsorship, part of a long running campaign or a one-off, we will have a product to suit your needs - and all at very competitive rates.

# POWER IN NUMBERS

We believe in creating great partnerships of value and strength for both our members and suppliers. By working together we can drive forward greater savings and company benefits. It's all in the power of numbers.

## NEPIC INSURANCE SCHEME

We've partnered with **Lockton Companies LLP** to bring you on average savings of 15% across all insurance premiums. Lockton, the world's largest independent insurance broker with over £20 billion premiums placed and revenue of £1.2 billion, work with specialised insurance companies for sector specific trades.

They are Newcastle-based, so you are always dealing locally with your insurance broker and dedicated team for your insurance programme including your own account executive and account handler.

## R&D TAX CREDITS

R&D tax credits are a valuable government tax relief that rewards UK companies for investing in innovation. NEPIC have partnered with **Lumo Tax** to ensure that member companies who are spending money developing new products, processes or services; or enhancing existing ones are applying for the cash payment and/or Corporation Tax reduction available.

A lot of the time businesses don't realise they're innovating when in fact they are. Or if so, don't maximise the value of R&D tax relief.



# NEPIC EVENTS

Engaging . Inspiring . Transforming

View our 2019 Events Programme  
and make the right connections...

## CLUSTER CONNECT

**1st Thursday in each month**  
**8am - 10am**  
**Various member locations across the region**  
**Open to Members Only**



CLUSTER CONNECT aims to bring together member companies to facilitate introductions and share business information and opportunities in a friendly and informal atmosphere. Members of NEPIC have access to a wide network of businesses in and around the North East and these free-to-attend monthly sessions allow you to meet with our like-minded members. Held on the first Thursday of each month between 8am-10am, these meetings include light breakfast refreshments, a guest speaker and new member introductions followed by an informal networking session.

“

Biochemica has benefited from NEPIC's unique collaborative approach, from member programme participation to accessing the team's specialist skills.

DAVE RUDDY, MANAGING DIRECTOR  
BIOCHEMICA UK LTD

”

## PHARMA CONNECT

**March, July & October 2019**  
**1pm - 4pm**  
**Various member locations across the region**  
**Open to Members Only**



PHARMA CONNECT focuses on developing the Pharmaceutical and supply chain community through engagement, introductions, best practice sharing and networking. Held every 4 months and free to members, each get-together incorporates a round table introduction and updates from a pharmaceutical manufacturer, member-company SME and regional university.

## ENGINEERING CONNECT

**Monthly - dates dependent on mentoring availability**  
**12 noon - 2pm**  
**Alternating between NEPIC Wilton & NEPIC Sunderland**  
**By Invitation Only**



ENGINEERING CONNECT acts as a 'match and mentoring' service for members of NEPIC's vast engineering community who are looking to gain guidance and insight from key industry mentors. This Dragon's Den style format provides companies with the platform to become 'pitch perfect', whilst gaining vital insight into potential opportunities, a better understanding procurement processes, establishing new contacts and hearing all important feedback

## ANNUAL INDUSTRY AWARDS DINNER

**Friday 18 January 2019**  
**6pm - midnight**  
**Hardwick Hall Hotel, Sedgefield**  
**Open to Members**



The NEPIC Annual Industry Awards celebrates the outstanding achievements of the companies and individuals who make up the chemical-processing industries in the North East of England. During a glittering award ceremony held at Hardwick Hall in Sedgefield in January of each year - and witnessed by some 450 industry leaders - winners and guests alike enjoy an evening of celebrations and networking.

## TECHNOLOGY & TALENT SHOWCASE

**Thursday 14 February 2019**  
**9.30 - 4pm**  
**The Curve, Teesside University, Middlesbrough**  
**Open to All**



This event will bring industry together with six Universities to showcase process sector innovation and expertise and facilitate academic-industrial collaboration. Over 90, five-minute pitches showcasing outstanding talent, specialist science and collaboration potential will be delivered by PhD Students and academics from universities covering six themes for guests to choose from - chemistry; biotechnology; pharmaceuticals, process engineering; IT for manufacturing and energy.

DIGITALISATION & CYBER  
SECURITY CONFERENCE

Tuesday 26 March 2019  
09.30 - 4pm  
Venue TBC, Teesside  
Open to All



The 4th Industrial Revolution represents an extraordinary growth and productivity opportunity for manufacturing in general, however, by its very nature brings with it increased risk. During this new event for 2019, we will explore the pros and cons of the connected world we live in whilst showcasing digitalisation and cyber security best practice; exploring the regulation, demonstrating local solutions and even witnessing a live hack demo.

BEST PRACTICE IN PROJECTS  
& TURNAROUNDS

Wednesday 22 May 2019  
9am - 4pm  
Venue, TBC, Teesside  
Open to All



Planning and managing turnarounds, capital and revenue projects in the process plant environment is a complex and demanding function. If turnarounds are not properly planned, managed and controlled, companies run the risks of safety issues, serious budget overruns, costly schedule delays and negative impacts on customers. During this event we will explore project and turnaround best practice, demonstrate how to develop a strategy that mitigates the risks, explore the management process and highlight local capabilities and solutions.

MEET THE MEMBERS CONFERENCE  
& EXHIBITION

Wednesday 19 June 2019  
9am - 4pm  
The Grand Marquee, Wynyard Hall, Tees Valley  
Open to All



Now in its 9th year, attracting more than 600 delegates and 100 exhibitors, NEPIC's annual Meet the Members conference & exhibition is a stand out event for the region! Packed with investment project updates, networking and business exchange appointments, Meet the Members is attended by investors, manufacturers and suppliers from across North East England's chemical-processing sector.

NEPIC SUMMER SOCIAL & ANNUAL  
GOLF TOURNAMENT

Thursday 05 September 2019  
Activities taking place between 9am - 7pm  
Slaley Hall, Northumberland  
Open to Members



Join us on Thursday 5 September at Northumberland's Slaley Hall for a day packed with networking and team building activities designed to suit all. In addition to our traditional annual golf tournament, this refreshed social day will also offer a paint-balling competition for the adrenaline junkies out there and a G&T lunch for those looking for something a little more refined. We'll then round the day off with an evening networking BBQ that will welcome both our day guests and members of the NEPIC network.



2019 will see the return of this highly successful event and a host of new speakers and topics showcasing cross-sector best practice to drive forward improvements in productivity, reliability and safety.

During the day we will demonstrate transferable lessons from across the manufacturing spectrum, that Production and Engineering Managers can apply to their own operations, as well as showcasing the broad range of asset management capabilities that are available within the region.

CLEAN GROWTH CONFERENCE

Wednesday 09 October 2019  
9am - 4pm  
Venue, TBC, Teesside  
Open to All



Achieving clean growth, while ensuring an affordable energy supply for businesses and consumers, is at the heart of the UK's Industrial Strategy. Its aim is to increase productivity, create good jobs, boost earning power for people right across the country, and help protect the climate and environment upon that we and future generations depend. In 2019, NEPIC will introduce a series of Clean Growth Conferences focusing on key topics including the circular economy, the hydrogen economy, carbon capture, storage & usage, and plastics recycling. Further information coming soon.

BEST PRACTICE IN INDUSTRIAL  
ASSET MANAGEMENT  
CONFERENCE & EXHIBITION

Wednesday 20 November 2019  
9am - 4pm  
Hardwick Hall Hotel, Sedgefield  
Open to All





# MEMBERSHIP CHECKLIST

## RAISE YOUR PROFILE

- ☐ Ensure your **company profile** is complete and up to date
- ☐ **Upload your news**, events and promotions to members hub. We'll then share via social media and within our fortnightly Cluster News E-Bulletin
- ☐ Join the conversation on our **social media** channels  
@NEPIC\_Ltd  
[www.linkedin.com/company/nepic](http://www.linkedin.com/company/nepic)
- ☐ Tag @NEPIC\_Ltd in your tweets and use our **hashtags** so that we can retweet to our followers!  
#NEPIC #ClusterConnect #MembersNews
- ☐ Contribute to our 'Coffee Break Catch Up' & '10 Questions' features
- ☐ Apply or nominate for the NEPIC annual industry awards

## ENGAGE AT A HIGHER LEVEL

- ☐ Ensure **your team** is aware of your NEPIC membership, its benefits and how they can engage
- ☐ Keep us up to date with the **right contacts** within your organisation. The more people we are engaging with within your organisation, the greater benefit you'll receive
- ☐ Make sure your young leaders are aware of NEPIC and the **Future Forum network**
- ☐ Log-in to Members Hub to download & display your **Membership Certificate** in your workplace
- ☐ Log-in to Members Hub to download & display your **Membership Logo** across your marketing materials & email footers
- ☐ Take advantage of our great partnerships and **save £££'s** across energy, insurance and R&D
- ☐ Become a NEPIC ambassador and take part in our membership campaigns during 2019
- ☐ Become a NEPIC mentor and support our small business community

## GROW YOUR NETWORK

- ☐ Grow your network and keep up to date by regularly attending **Cluster Connect**. Held on the first Thursday of every month, Cluster Connect rotates between the North and South of the region attracting 50-80 members. Oh, and it's free!
- ☐ Showcase your business further by requesting a **presenter's slot** at Cluster Connect
- ☐ Develop links with the Pharmaceutical sector by attending our regular **PharmaConnect** events. They're free too!
- ☐ Book your exhibition space at Meet the Members 2019
- ☐ Talk to the NEPIC team about Engineering Connect, HR Connect and Foodies Unite

## DEVELOP YOUR KNOWLEDGE

- ☐ For the latest industry developments, supply chain opportunities and best practice sharing, see our full programme of events at [www.nepic.co.uk/events](http://www.nepic.co.uk/events)
- ☐ Register your interest to participate in our Special Interest Groups launching in 2019 and covering *Supply Chain & SME Development; Clean Growth; Best Practice & Innovation; Future Leaders Forum; and Communications & Engagement*

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