

PS-EdTech Consulting

Client:
Astec IT Solutions

Date:
Mar 19 - present

Project:
**Innovate UK
Knowledge Transfer
Partnership Funding
Award for new AI
software product
Development**

Client overview: Astec IT Solutions

- Astec IT Solutions is a Midlands based SME providing Smart Manufacturing, data and systems integration software solutions. They work in partnership with global technology vendors and service UK and international manufacturers in CPG, F&B, Life Sciences, Oil & Gas, Utilities.
- Revenues derive from engineering, systems integration, digital transformation consultancy, solutions in IIoT, MES/MOM, Automation & Control, support and maintenance services and software licence fees. Enterprise-wide software solutions use the latest technology to provide essential operational visibility, enabling manufacturing customers to remain agile and competitive through increased capacity, improved quality and reduced operating costs.

Consultancy assignment brief

- Astec had a requirement for Business Development consultancy services to help them to increase recurring revenues, enter a new market sector and develop new IP capitalising on a new Smart Factory technology platform. The new technology provided innovative 3D graphical representation of manufacturing operations (enterprise to machine level drill down) with powerful IoT data analytics and Machine Learning capabilities.

Consultancy outcomes

1. Established a strategic partnership with a leading UK HE R&D provider with recognised expertise in systems automation, data analytics and data science and active industry collaboration. The HE R&D provider is a participant in the High Value Manufacturing Catapult and an Innovate UK partner working with the UK Knowledge Transfer Network.
2. Established links with a smart manufacturing subject matter expert leading a strategic R&D programme within an Innovation Hub in Astec's target manufacturing sector.
3. Aligned Astec's software solution capabilities with the Innovation Hub's core project focus – to develop software tools and an operator dashboard to support Just In Time agile manufacturing and supply chain optimisation to be more responsive to customer demand and reduce waste.
4. Innovation funding application was accepted securing £190k of Innovate UK KTP funding based on: (i) a clear business case to develop a software solution that would deliver stakeholder business benefits; (ii) a commercial model with ROI for Astec based on anticipated repeat sales of the new IP in the target sector, and; (iii) expected wider adoption of the new IP in other manufacturing sectors.