

# UNIPART GROUP

*MANUFACTURING · LOGISTICS · CONSULTANCY*

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## INTRODUCTION

Reinvention has never been more important than in today's fast changing world of Industry 4.0, where digital technologies and new competitors are driving changes across the entire business landscape.

In every area of our operations, we help our clients to respond to these changes positively.

By looking at continuous improvement through a digital lens, we help organisations to find new ways of sustaining their competitive advantage by delivering innovative services to their customers.



**John Neill,**  
Chairman &  
CEO of the  
Unipart Group

## THE UNIPART GROUP

The Unipart Group is one of the UK's largest, employee-owned companies. We span manufacturing, logistics and consultancy, and provide products and services to a wide range of sectors, including automotive, rail, technology, utilities, finance and healthcare.

Our ability to identify the opportunities that help improve the productivity and competitiveness of our customers is driven by our proven method of generating high levels of engagement among all employees, at every level.

It's called 'The Unipart Way', and it is an approach that we have developed over many years.

The Unipart Way is our approach to helping customers achieve improved performance with greater efficiency and speed.

It has been applied in a wide range of sectors around the world and has a proven track of delivering outstanding results in every sphere of our operations.

Today, this long standing focus on the importance of employee engagement is matched by our substantial investments in creating and developing a wide variety of new digital technologies.

Together, they combine to offer our customers a range of new ways of building their competitive advantage.



Gate to Great



## MANUFACTURING

Our roots are in manufacturing in the automotive sector, and our manufacturing operations have played a key role in the original development of our expertise in the application of lean thinking and continuous improvement. Manufacturing was the birthplace of 'The Unipart Way'.

Today, our sites in Coventry continue to manufacture original equipment components for many leading vehicle makers, with all the necessary accreditation to be a first tier supplier. But at a time when developments such as hybrid and electric vehicles are emerging as the future of the automotive industry, we are reinventing our manufacturing approach to ensure that we shall still play a role in building the cars of the future.

We are exploring these new technologies at our Institute of Advanced Manufacturing and Engineering, which is a joint venture with Coventry University, and through Hyperbat, our joint venture with Williams Engineering to manufacture EV batteries.

In Sheffield, our joint venture with Rolls-Royce, called MetLase, is pioneering the use of the latest digital technologies in order to provide manufacturers with a range of new options for tooling.

In Doncaster, we provide a wide variety of re-manufacturing services to help maintain the rolling stock on Britain's railways.

In the Middle East, the output of our Serck factory in the UAE ranges from the production of automotive radiators through to the testing, servicing, re-tubing and complete manufacture of industrial and marine heat exchangers.

## MANUFACTURING HIGHLIGHTS:



Original equipment components for leading vehicle makers



Institute of Advanced Manufacturing and Engineering



Hyperbat - A joint venture with Williams Engineering to manufacture EV batteries



Metlase - A joint venture with Rolls-Royce



Re-manufacturing services for Britain's Railways



## LOGISTICS

In Unipart Logistics we continually seek to identify new and different opportunities for our customers that go beyond traditional logistics to include the entire supply chain. By harnessing our wide industrial experience - and our unique way of working, The Unipart Way - we regularly generate practical, new ideas to benefit our customers and help sustain their competitive advantage.

Our whole approach to logistics has evolved from our years of experience in the highly productive automotive industry, with its vastly complex supply chains.

Today, we have successfully adapted that industrial knowledge and experience to provide a wide range of logistics services that have proved capable of meeting the needs of many of the world's best known and most demanding companies in sectors that include rail, technology, automotive and healthcare.

Together with our industrial experience, we use The Unipart Way to engage people at every level, in regularly generating practical, new ideas for our customers' benefit.

We also constantly seek innovative ways of developing or adapting the latest digital technologies, as part of an approach designed to create an intelligent supply chain that can provide an agile and tailored response to all your needs.



For all our customers, our simple aim is constantly to search out imaginative and transformative opportunities that go beyond traditional logistics, in order to help sustain and build their competitive advantage and increase the service their customers receive.





## CONSULTANCY

Our consultancy business provides a distinctive approach that uses the tools of The Unipart Way, together with our wide range of digital resources, to diagnose operational and supply chain challenges and opportunities.

By applying our proprietary forms of digital analysis and leveraging our own practical experience of The Unipart Way, we can rapidly help our clients design and implement improvements to their own business processes that not only address their immediate challenges but also provide a sustainable platform for further continuous improvement.



### Capability

Our capability and experience covers all processes within an enterprise, particularly those with repetitive or high transaction volumes such as: supply chain planning; forecasting; order management; finance back office and logistics operations.



### Experience

Over the years, our distinctive approach has been proven to work across many sectors and we have built teams of experienced practitioners focused on specific areas that include manufacturing, power and water utilities, finance, healthcare and public sector bodies.

As anyone seeking to improve operational effectiveness knows, a key challenge is ensuring that the new methods and their benefits are sustained.

While we use our digital resources to reveal the many opportunities often hidden in your existing data, what is different about our approach is our focus on ensuring high levels of employee engagement.

This has always been central to the success of The Unipart Way, as it not only encourages employees to contribute their own ideas for improvement, but it also builds ownership in the adoption of new methods and technology.



## WHAT IS “THE UNIPART WAY”?

In 1997, we brought together many years of experience in continuous improvement under a single brand. We called it simply “The Unipart Way” but it represented a massive investment in developing the capability to improve our business – and our customers’ business – on a daily basis.

The Unipart Way is more than a set of tools; it is a philosophy of working that has been underpinned by a number of integrated systems for driving customer engagement, operational excellence, innovation, and organisational capability.

Perhaps the most fundamental of The Unipart Way systems is our focus on employee engagement.

Already widely recognised as an essential driver of productivity, deep engagement of employees is a goal that has been unattainable for many organisations.

The Unipart Way is the foundation for delivering innovation by combining the ideas and resources of our highly engaged workforce with the new opportunities offered by the latest digital technologies.



**The Unipart Way facilitates a level of employee engagement that has been seen to be world class when benchmarked against the best companies.**



## UNIPART AROUND THE WORLD

### United Kingdom

Baginton	Bury St Edmunds
Coventry	Maidstone
Cowley	Normanton
Dordon	Runcorn
Honeybourne	Rugby
Lutterworth	Crewe
Nuneaton	Doncaster
Stratford Upon Avon	Southport
Barrow In Furness	Weedon
Burton Upon Trent	York
Chorley	Hayes
Northfleet	Newcastle
Alfreton	Paisley
Bridgwater	Sheffield

### Asia Pacific

Australia - Sydney  
Australia - Melbourne  
China - Shanghai  
China - Suzhou  
Japan - Narita  
India - Bhiwandi  
Korea - Seoul  
India - Kolkata

India - Pune

India - Sanand

Oman - Muscat

UAE - Sharjah

UAE - Abu Dhabit

### Africa

South Africa - Rosslyn

Zambia - Lusaka

### USA

Atlanta  
Brisbane  
Chicago  
Jacksonville  
Mechanicsburg  
Mahwah  
Denver

Flagstaff

Grand Junction

Phoenix

### Europe

Belgium - Brussels

Holland - Rotterdam

Czech Republic - Teplice

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