

Client: Richard Alan Engineering Ltd

Process & Dosing Equipment

THE CLIENT

Richard Alan Engineering (RAE) is a leading force in the supply of process and dosing equipment for the water, chemical, paper, pharmaceutical, oil & gas, and food & drink industries. More specifically, it designs, fabricates, installs, commissions and maintains vessels, reactors and pipework for customers ranging from local manufacturing clients to blue chip global companies.

RAE's strength lies in its ability to deliver world-class engineering solutions. The business has been swift to recognise the value of adopting a Design for Manufacturing & Assembly (DMA) approach and is recognised for its excellence in engineering, ingenuity in design and an on-going investment in the skills of its people.

THE PROJECT

Historically, RAE has just been a 'service provider' to clients in the chemical and pharmaceutical industries, providing fabrication, installation and maintenance services. The next stage in its long-term plan is to build on its reputation within the water treatment industry and to market to other water intensive industries.

The first step in delivering this plan has been identified as investment in capital equipment, to increase manufacturing capacity and negate the need for certain components to be outsourced, where long lead times and quality control are outside RAE's control. Such an investment should create at least 16 new jobs and 4 apprenticeships by 2019.

Successfully obtaining a Local Enterprise Partnership (LEP) Business Growth Programme (BGP) grant to fund a portion of the required investment would enable RAE to proceed at a faster rate than otherwise would be possible.

WHY MSC R&D WAS CHOSEN

As RAE had already developed a long-standing relationship with MSC R&D, using them to undertake its annual R&D Tax Relief claims, and they were able to demonstrate their grant expertise and track record, it was a logical step to engage MSC R&D to complete the BGP grant application.

In addition, MSC R&D's fees were predominantly success based, reducing the risk and upfront cost to RAE.

THE MSC R&D SOLUTION

A team of two MSC R&D experts initially spent a day with RAE to obtain all the required information. MSC R&D then prepared and submitted the application. This fast track process minimised the time required of RAE management.

Subsequently, MSC R&D attended the standard review meeting with the LEP representative at RAE's premises where the application was discussed prior to a decision by the LEP.

THE RESULT

The application was successful and RAE was awarded a grant of £67k. Disruption to RAE's day-to-day business during the process was minimised.

WHAT THE CLIENT SAYS

"Having used MSC R&D for several years to do our R&D Tax claims, I was already familiar with their very efficient processes and aware of their expertise in grant funding. It therefore made total sense to use them to help us apply for this grant. Without doubt MSC significantly enhanced our chances of success."

Robert Johnson
MD of Richard Alan Engineering Ltd



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