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Siemens launches radical 'Partner 2020' plan to tackle UK productivity shortfall

- **Partner network strengthened to help UK manufacturers embrace the future of manufacturing and technology advances**
- **Ambitious plans designed to help boost productivity and reduce costs by up to 30%ⁱ through its partner network**
- **SMEs and UK manufacturing at centre of bold new strategy to increase technology deployment across Britain**

Siemens, the world-leading engineering and technology company, is launching its ambitious Partner 2020 programme. The bold plans are set to inject a fresh focus on supplying technology that will boost UK manufacturing productivity and reduce costs by up to 30%.

The strategy, spearheaded by Andrew Reeks, is designed to rapidly change the productivity landscape by leveraging its partner network in the UK. By increasing the speed and scope of technology deployment, Siemens plans to help SMEs and manufacturers invest in technology specifically designed to increase output and reduce costs.

The five-year plan will involve plans to deploy specialist knowledge, insight and guidance on top of enhanced access to technologies that can improve growth for manufacturers.

Siemens will launch a significant learning programme across its partner network - to help educate UK manufacturers about the need to invest in technology quickly so that they can keep up with global competition. Siemens will also be working with partners to increase the number of apprentices across the network to embed long-term productivity savings for manufacturers.

Andrew Reeks, UK and Ireland Partner Strategy Manager at Siemens states, “We have made a bold decision with our new strategy. We are saying the UK needs to significantly invest in technology to win the global productivity race. We are announcing radical plans to leverage our partner network to increase the supply of productivity-enhancing technology across Britain.”

“The UK economy as a whole would be £144bn better off if we had maintained productivity growth following the financial crisis. Productivity as a whole would be 16% higher. Our challenge now is to look at radical new ways of boosting output per hour and we are proud that our partner network will be at the forefront of helping the UK industry.”

“We believe we can increase manufacturing productivity and reduce costs in UK factories by up to 30%. We have already achieved this with our Totally Integrated Automation offering - our task is to deploy this approach further with a vast range of technologies.”

Siemens’ partner programme is a vital part of its UK supply chain, having served industry for more than 35 years. The network has a wide geographical spread, supporting local-to-national manufacturing and engineering companies. With industry considered to be a driver for innovation and growth, firms are demanding high-quality products that can help to achieve a greater level of productivity.

Siemens’ partners are so close to SMEs that leveraging them will result in faster productivity gains for UK manufacturing. A guiding principle is that the Siemens partner network has the grounding to create a vision for reaching desired targets - and will be highly effective in resolving the productivity puzzle.

“In order to assist growth amongst an increasingly complex landscape, it is vital the next generation of engineering and technology resource is engaged now. Time is running out,” adds Andrew Reeks. “That way, as highly experienced personnel leave the industry, partners and other industry players will benefit from an influx of highly educated new talent that has the knowledge and understanding to work to the high standards the marketplace requires.”

Picture caption: Andrew Reeks, UK and Ireland Partner Strategy Manager, is playing a pivotal strategic role in driving forward Siemens' ambitious Partner 2020 programme for industry.



Notes to editor

Andrew, who worked within the Industrial Automation sector for more than a decade before joining Siemens in 2000, will draw on 15 years' expertise to further the growth of the Authorised Partner programme. Andrew served for a number of years as Siemens' Municipal Water Business Manager, a position that saw him advise on the UK water industry and position the company as a key advisor for this market. With proven experience across the UK manufacturing supply chain, Andrew is committed to Siemens' vision of making the future of manufacturing a reality in the UK & Ireland, in close conjunction with its authorised partners.

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ⁱ Totally Integrated Automation Portal:

https://www.automation.siemens.com/salesmaterial-as/brochure/en/brochure_tia_portal_en.pdf