

## Case Study

### Roscomac Ltd

Roscomac is a specialist in high quality precision engineering, manufacturing a wide range of components and subassemblies using the latest CNC technology. Established over 30 years ago, the business is now one of the largest sub-contract engineering firms in the UK.

With over 50 CNC machines, plus other associated processes, Roscomac provides a 'First Tier' sub-contract service supplying via Schedule, Direct Line Feed or Kan-Ban to a variety of industries. Components are manufactured and supplied to customer's specifications, either as stand alone parts or as subassemblies, with design and product development input from Roscomac as required.



Operating from its' own 2 acre industrial site in Worthing, West Sussex, the company employs over 100 staff producing a multi-million pound turnover. Quality is assured with extensive Inspection Facilities and Quality Control systems supported by ISO 9001 and other industry approvals.

In mid 2007, Roscomac looked at the viability of establishing a CNC machining facility in the Brno region of the Czech Republic both to service existing clients established nearby, also to target the growing demand for outsourced precision machining from other foreign and local manufacturing companies in the country.



Alpha was initially commissioned to carry out a study to identify the optimum location for establishing a 1-2,000m<sup>2</sup> facility, specifically looking at buildings available for lease and the availability of a suitably qualified workforce nearby. Having identified a suitable location Alpha prepared detailed project plans for Roscomac to meet the target of having an operational facility by January 2008 delivering product to their local clients.

Alpha further supported this investment project in a number of ways including:

- Establishing Roscomac s.r.o.
- Acting as Jednatel (Chief Executive)
- Obtaining Trade Licenses and Operating permits
- Negotiating leases with the local Developer
- Preparing project management processes, detailed project plans and progress controls
- Managing the recruitment of the local General Manager, Production Manager
- Recruiting the first group of CNC Programmers, CNC Operators and Quality Inspectors
- Recruiting the book-keeping and administration staff
- Supporting the procurement
- Arranging bank accounts, legal and payroll services
- Assisting with applications for Jednatel status for Roscomac management
- Providing the translation, interpretation, administration needs of the project



In November 2007, Roscomac took possession of their new factory and offices and began installing machine tools transferred from their UK facility. The facility formally opened in January 2008 and has immediately commenced production for, and deliveries to, their local Czech clients. The Company has senior management in post, trained workers, local suppliers and all operating permissions. The Company has also secured a number of significant new orders as a result of their Czech operations.

For details on Roscomac Ltd, please visit the company website: [www.roscomac.co.uk](http://www.roscomac.co.uk)

---