A CLUSTER MUST HAVE

TRADITION

GEOGRAPHIC CONCENTRATION

IN VolVEMENT & SUPPORT OF SOCIETY
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ACADEMY SUPPORT

ENTERPRISES SUPPORT

TECHNOLOGY CENTERS

TECHNOLOGY PARKS
CLUSTER DESCRIPTION
Total Staff 2,894
Turnover 1,122 M€
## SUBCONTRACTORS(I)

### Mechanics & Equipment
- **Companies**: 36
- **Workforce**: 1,805
- **Turnover M€**: 182

### Assemblies
- **Companies**: 13
- **Workforce**: 2,392
- **Turnover M€**: 111

### Space
- **Companies**: 1
- **Workforce**: 122
- **Turnover M€**: 26

### Electric & Electronic Material
- **Companies**: 12
- **Workforce**: 463
- **Turnover M€**: 46

### Composite Material & Plastics
- **Companies**: 3
- **Workforce**: 271
- **Turnover M€**: 84
Engineering & Consulting
Companies: 21
Workforce: 929
Turnover M€: 75

General Aviation
Companies: 5
Workforce: 559
Turnover M€: 81

Services
Companies: 19
Workforce: 1,614
Turnover M€: 115

TEST & Technical Analysis
Companies: 10
Workforce: 241
Turnover M€: 15

Subcontractors: 118
Total Workforce: 8,396
Turnover M€: 737
REGION & CLUSTER

# Companies 120
Workforce 11,290 5% of region industrial manuf. sector
Turnover M€ 1,860
Exports M€ 1,150 8% of region’s exports

Turnover / GDP ratios
50% Sevilla Industrial Manufacturing GDP
27% Cádiz Industrial Manufacturing GDP
17% Region’s Industrial Manufacturing GDP
1.3% Region’s GDP
CLUSTER EVOLUTION

Auxiliary Industry Evolution

People

Turnover
Subcontracting stubborn side effect

supply chain management complexity on the rise

Auxiliary Industry Evolution

CLUSTER EVOLUTION
Supply chain improvements

- Shortening lead times
- Inventory reduction
- Better resource planning
- Quality MGMT

- Better planning
- Update product structure
- Upstream report
- Improve inventory
- Subcontractors quality

- Quality upstream report
- Capacity report
- Engineering & tech instructions
- Invoicing

INTEGRATION COSTS TO LOWER
Business model

INTEGRATION PLATFORM

finance
helice activities

OEM  
TIER 1

SERVICE CENTER  
IT PROVIDER

ERP

ERP
We offer to EACP members

Project Coordination Advice

administration

Specific route map for implementation. Contract templates and MOUs for stakeholders engagement and responsibilities

Tractor companies

Project Mgmt.

IT PROVIDER

Subcontractor companies
Created in 2004, Legal established in 2005 with 44 Patrons

**General Objective:** To promote the development of the aerospace sector in Andalusia and spread the aeronautic knowledge, bringing together and representing all the stakeholders of the sector.

**Operative Objective:** To coordinate the Public-Private joint initiative for implementing a Supply Chain Management Electronic Platform: heliceNet.
LEGAL GOVERNANCE STRUCTURE:
THE BOARD OF TRUSTEES

SEVEN INSTITUTIONS

UNIVERSITIES OF SEVILLA AND CADIŻ
THE TWO MAIN SPANISH UNIONS CCOO AND UGT
TWO ENTREPRENEURAL ORGANIZATIONS SEVILLA AND CADIŻ
THE ANDALUSIAN REGIONAL DEVELOPMENT AGENCY, THE IDEA AGENCY

SEVEN COMPANIES:

EADS.Casa
AERINNOVA
ALESTIS AEROSPACE
ELIMCO
INESPASA
SEVILLA CONTROL
GHENOVA
ENTREPRENEURAL ADVISORY COMMITTEE
Main Activities

- Andalusian Aeronautic Sector Analysis and Knowledge Dissemination.
- Enhancing the local SME capabilities
- Internationalization.
Main Activities

- Andalusian Aeronautic Sector Analysis and Knowledge Dissemination.

Studies

Quaterly Magazine Aeronáutica Andaluza

Cluster Strategic Plan
Enhancing the local SME capabilities

Encourages & Facilitates mergers

Sponsor & Promotion of specialized Training

Advice to Regional Government: Consensus on the Strategic Plan. Line up Regional Gov. support

Promoting ERP and Lean

Collaborating with Space project
Internationalization.

Promotion of the aeronautic sector abroad.

Coordinate and Collaborate with the region’s external promotion agency, Extenda, to make the most of the international events opportunities.

Organizing commercial and technical direct and inverse missions.

Encouraging the establishment of the Andalusian companies abroad

Advice to foreign companies
COLLABORATION, ASSOCIATION ACTIVITIES

MEMBERSHIPS

Network of Innovative Entrepreneurial Assocs

European Aerospace Clusters Partnership

Boost-Aero

Andalusian Foundations Assoc.
COLLABORATION, ASSOCIATION ACTIVITIES

- COLLABORATIONS
  Universities: involvement of Depts & Labs in companies projects
  Establishing relationships with tech centers
  Joint initiative with Business Schools
  Regional Gov. and Municipal Gov.
  Promoting spill-overs of aerospace to other sectors of the regional economy
  National & European Business Assoc.
THANK YOU.

QUESTIONS?