



Halla Visteon Climate Control Corp.



Visteon – Funding Application Experience

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- One of the world's most recognized automotive suppliers
- Provides products to virtually every vehicle manufacturer around the world
- Product portfolio: climate, electronics and interiors
- Focused on, and well-positioned in, high-growth automotive thermal management and cockpit electronics markets
- Sales of \$7.4 billion (2013)
- 24,000 employees
- Facilities in 29 countries
- **European Electronics Headquarters located in Chelmsford with 320 people**

- Collaboration between Visteon, Essex County Council and the University of Essex to develop a multi modal Seamless Mobility App
- Application was for funding for a 3 months feasibility project within the competition **Integrated Transport – In Field Solutions**
- Timing
 - Competition Opening October 14th 2014
 - Application deadline November 27th 2014
 - Result notification January 10th 2014
 - Project start April 1st 2014
 - Project completion June 30th 2014
- First TSB project applied for by Visteon



TSB Related

- Application process was very time consuming
 - Lack of experience of the process
 - Different way of writing
 - Repetitive
- Lots of paperwork both before and after the offer
 - Can cause delay between award and project start
- No room to modify the scope once the project has started – even if in best interest of the project

Consortium Related

- Different working environments

TSB Related

- Once awarded the support available from TSB is very good
- Monitoring Officer assigned to your project

Consortium Related

- Has been a very good example of public/private cooperation
- All consortium members have gained knowledge from both the process and the project itself
- The experience has generated an enthusiasm for further projects

- Define the roles and responsibilities clearly before the application
- Start your application as soon as possible
- Don't be afraid to use your own format documents
- Have people outside of your field of expertise read your application
- Test out your access to the TSB web portal as soon as possible
- Install a strict project management regime with your consortium from the start
- Never underspend



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