



## Devtank

Thinking out of the box for business growth



<b>Sector</b>	<i>Electrical engineering</i>
<b>District</b>	<i>Derbyshire Dales</i>
<b>Number of Employees</b>	<i>8</i>
<b>Support received</b>	<i>Grant funding, one-to-one coaching, workshops</i>

### The Client

Devtank is an opensource hardware and software company which develops test and measurement equipment, automation systems and design solutions for a host of business sectors.

Founded in 2014, the business is split into four core groups – product design, consultancy, training and test facilities. The applications it creates include aerospace support equipment, telemetry applications, engine control systems and laboratory instrumentation for the electronics industry.

Its opensource automated test and measurement hardware platform, called HILTOP, gives faster and more accurate measurements through hardware and software integration.



### The barriers to high growth

The company experienced rapid growth since it was founded by its three directors, by launching new products and applications into different sectors and increasing its staff headcount.

It moved into its own premises in January 2019 and with plans to recruit more staff and launch more products, was looking for support to manage that growth more effectively, explore funding opportunities and standardise its operating processes and procedures as it gears up for its next phase of expansion.

### The UpScaler solution

Several key members of staff attended UpScaler workshops on a host of subjects including user experience, strategic marketing, branding and leadership.

The programme also provided one-to-one coaching and mentoring, as well as helping the company to grow its network of potential customers. And the company also accessed a graduate talent grant, which provided financial support to enable it to have a graduate placement, along with funding to purchase new technology to develop its products further and introduce new innovations.

### The impact

UpScaler subsidised Devtank's ISO mentoring to help it prepare for the accreditation process for ISO9001 for its quality management systems which is leading to new roles being created to support its next phase of growth.

It's also in the process of developing 10 new products which it hopes to bring to market in 2021. And it is exploring the possibility of investing in a new ecommerce website, which will give customers the ability to specify their product requirements online, prior to ordering.

*"The support we've received from the D2N2 UpScaler project has been really beneficial. It has enabled us to refine some of our internal processes and focus our future growth strategy, to get us ready for our next phase of expansion."*

- Darren Millington