



PDS

Engineering an integrated growth solution

Sector	<i>Transport & infrastructure engineering</i>
District	<i>Derby City</i>
Number of Employees	<i>44</i>
Support received	<i>Business diagnostic, workshops, graduate talent grant</i>

The Client

P. Ducker Systems (PDS) is a Derby-based engineering firm which creates bespoke, technology-driven systems integration solutions. Most of its work is on capital projects or service work for major UK infrastructure schemes in transportation, road tunnels, airports and HV power systems.

Founded in 1988, it started life creating control and monitoring systems and continues to deliver successful projects in that area.

However, as it has grown, it has evolved to support all aspects of projects in infrastructure systems integration.



The barriers to high growth

PDS was one of the first businesses to engage with UpScaler when it launched in 2019.

It has ambitiously been trying to grow in recent years. Although it was buffeted by austerity and Brexit, and then COVID-19, it turned over £8.5m in the year to March 2020, up 60% up on the previous year. It engaged with UpScaler as it was seeking advice and support to help it continue on its growth trajectory in a more planned and sustainable way.

The UpScaler solution

PDS has benefitted from grant funding to help it recruit graduates, a professional review of the business by an UpScaler adviser, and extensive workshops on a whole range of subjects.

Strategic Leader Workshops have enabled a key member of staff to take on a more senior role within the business. In addition, Lockdown Support workshops helped the firm to quickly adapt to the challenges posed by the ongoing coronavirus pandemic.

The impact

UpScaler's support has provided PDS with a platform of advice and knowledge that has informed its thinking and guided its actions.

The firm's graduate talent funding has enabled it to strengthen its team and bring new and relevant skills into the business.

The workshop support has enabled its leadership team to ensure all the decisions it takes are made to maintain service while being safe and sustainable.

"I have enjoyed the programme and always come away with some takeaways. It is 'on-trend', gives a heads up of what is coming and is delivered by experts who are real people and are friendly, professional and supportive. As a result, we are more aware, more planned, more resilient and, ultimately, more successful. Having taken the right decisions for the right reasons we found ourselves prepared when the current crisis arrived and have worked through it pretty much unaffected."

- Mike Rose

