



## PNE Controls

Taking control of future growth

<b>Sector</b>	<i>Design &amp; manufacturing of electrical control systems</i>
<b>District</b>	<i>Mansfield</i>
<b>Number of Employees</b>	<i>14</i>
<b>Support received</b>	<i>Workshops, mentoring</i>

### The Client

PNE Controls is a dynamic and modern electrical control company that provides bespoke design, manufacturing, installation, software and support services for industrial automated systems.

Founded in 2015, its team has more than 25 years' experience in the industry and has developed relationships with all the key manufacturers and suppliers.

It is a registered member of the Electrical Contractors' Association (ECA) and has achieved the highest industry standards and certification across all aspects of electrical and electrotechnical design, installation, inspection, testing and monitoring.

[→ Watch the video](#)



### The barriers to high growth

The business had achieved steady growth since starting in 2015 and as its team grew bigger, it needed to move into new premises to accommodate this and give it further capacity to grow.

As a business, it also needed upskilling in management, finance, marketing and HR so it could create the structure and processes required to continue to develop and take on bigger projects and take a more strategic approach to business planning and growth.

### The UpScaler solution

Neil Cockings, the firm's managing director, attended several UpScaler workshops looking at various aspects of business management and planning, to bring more knowledge into the businesses.

He also received one-to-one support from UpScaler business adviser Paul Humphreys, which enabled him to take a step back from the day to day running of the business, focus on the bigger picture and identify where it needed to invest to bring in the skills needed to grow the business further.

### The impact

Following the workshops, the company has implemented the internal paths and processes, and brought in the staff, to enable it to go after bigger clients and take on bigger projects.

It has recruited a new finance manager and a business development manager and has also invested in the services of a marketing agency to help promote its products and services to a wider audience. It is also in the process of going for ISO9001 accreditation.

*"The support from UpScaler has been great and made me realise very quickly that I can't look after every area of the business, continuously, on my own. It's enabled me to approach things with a different mindset, be much more strategic with our planning, and bring in the right skills where we needed them, so that the business can run much more efficiently and effectively."*

- Neil Cockings