

*PKM Solutions Ltd
The complete answer to all
your electrical/mechanical
solutions*

Rev Company Start-Up Case Study

Rev Project Objective

To assist start up company's access to networking links through the local business links and assist with funding where possible. To offer advice and services on business issues such as units through council teams and contacts within rates and offers available. Champion all projects of Rev from training to youth engagement.

REV delivers successful grants and business support to a new start up company

The Requirement

PKM Solutions is a new start up company in Thetford that offers a complete range of electrical and mechanical solutions to the engineering industry from maintenance, electrical design, panel and small electrical assembly service and software design.

PKM met the Rev grant criteria by offering a highly technical service classified within engineering as well as supplying many engineering and manufacturing companies.

The Rev project was tasked with assisting the company in the areas of training, grant, premises and general business needs.



The Solution

PKM Solutions had been invited to the Thetford Manufacturing Excellence Club by a regular member to observe the benefits of the club to local companies.

Further discussions found that PKM Solutions were eligible to apply for the Rev grant to assist with any costs associated with the start up of the company.

PKM Solutions applied for grant funding to assist with their website update and purchase of auto-cad software. The website allowed them to market more effectively to a wider audience while auto-cad is a specific software design system that would assist PKM Solutions in a more rapid response to customers.

Due to the restructure of the grant scheme PKM Solutions also received a second grant that was non-match funded and allowed them to complete the fixtures and fittings of their newly rented premises, offering a more professional appearance.

PKM Solutions have remained attendees of the Thetford Manufacturing Excellence Club, where networking at the meeting has resulted in the possibility of a new contract for the company with an existing member.

The company has attended further

Rev hosted events such as the Real Advice Forum and is due to attend the trip to Westminster in association with Christopher Fraser MP. They are members of the Rev Business Community Website and have appeared within the company profile of the REView e-newsletter.

The Result

The grant funding awarded to PKM Solutions has given them the opportunity to progress with the set up of the company quickly and effectively.

The saving of funds has allowed them to progress with business expenditure earlier in their first year and has resulted in rapid growth with four new jobs created and an expected 20% increase in turnover from each grant.

Paul Mold, Technical Director for PKM Solutions said *"since Rev has started I have received two grants which have assisted my company to grow during its first year. As a new company I was in need of basic items for our manufacturing facility and in our early days cash flow is always an issue, so the grant helped to get me get started in the right direction. The grants have helped me employ four people due to expansion through our second year and new leads to follow for future work, which thanks to Rev I am in a position to offer our services for."*