



CASE STUDY: JALTEK SYSTEMS

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Stephen Blythe, Business Manager at Jaltek Systems, explains how being a member of Make UK’s and NDI’s manufacturing community provides influence, insight and opportunities for growth.

Jaltek Systems have been successfully designing and manufacturing specialist electronics on behalf of their customers for more than 20 years. Incorporating cutting edge technology, the innovative products are engineered to operate in the harshest environments, satisfying a diverse range of customers with exacting standards, from global PLC’s to small scale start-ups.

Enjoying significant growth in each of the last three years and a healthy forward looking order book, Jaltek Systems solid performance is even more remarkable given recent market turmoil. According to Stephen, the driving force behind the success is clear. “We adopt an open book policy with our customers and focus on building trusted relationships that foster collaboration and transparency. “ It’s an approach that’s clearly working as Stephen adds “some of our customers have worked with us for over 20 and 15 years and we’re continually exploring new opportunities with them to add value to those relationships.”

Ongoing work with customers in essential sectors had already determined Jaltek would continue running throughout COVID. Their expertise in advanced medical device technology ensured they were well positioned to support the industry in the request to develop essential life-saving equipment for the NHS. “The whole team really pulled together in difficult times to support our customers and communities, with production and engineering teams working additional shifts and weekends to deliver important frontline equipment. It’s been both exciting and exhausting but at the same time we’re thrilled to make such a contribution and I’m incredibly proud of our people”.

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INSIGHT

“With a number of Government announcements and Coronavirus measures making headline news on a daily basis, keeping up-to-date at the very start of the crisis and understanding the impact to us as an employer was really important” explained Stephen.

“The expert perspective from Make UK’s HR & legal services team throughout the COVID-19 situation has provided excellent insight for our business. We found the mix of webinars, FAQ’s and practical advice to be excellent. And because they are the sector specialists who understand manufacturing, the advice is tailored to our industry so that it’s always relevant.”

INFLUENCE

“We joined Make UK for HR and employment law support and have always been impressed with the quality of the advice offered. The policy led support in dealing with the big-issues of the day goes over and beyond what you would get from any other legal services provider. Whether that’s the Apprenticeship Levy, Brexit or Coronavirus, it’s reassuring to know that Make UK uses its direct access to Government to push hard for changes that manufacturers want to see.

Knowing that SME’s like us can access decision makers and that we have a loud, influential voice, able to campaign for real change is massively important for the prosperity of our sector.

Being a member of the regional advisory board in the Midlands gives our business a strong local voice too and whilst there are plenty of formal networking opportunities, the informal, organic networking is invaluable. I’m still impressed by what doors open when I talk to other Make UK members or speak to Charlotte Horobin (Make UK’s Regional Membership Director) who often acts as a matchmaker within the region. In that respect, it’s definitely a case of the more you put into it, the more you can get out. Membership really does help you get your foot in the door, generating new opportunities that can help grow your business.”

GROWTH

“As a manufacturer operating in aerospace and homeland, being part of NDI (Make UK’s defence sector trade association) provides invaluable access to supply chain networks. The regular programme of ‘meet the buyer’ events are not your normal run of the mill networking sessions. Well organised, they provide an opportunity to get in front of 3-4 potential new customers each time, all with a keen sector focus.

The work across industry by Andrew Kinniburgh (NDI Director) and his team provides SME’s like ours with a seat at the top table, with access to Government, MOD procurement processes and the chance to hear from sector professionals in a casual setting.

If you are serious about learning more and growing your business in defence and aerospace, NDI membership and a willingness to actively participate can really pay dividends.”

As an active member advocate himself, Stephen sums up the benefits of being a part of the Make UK member community, “what sets Make UK apart is the breadth and depth of the services available for manufacturers to tap-into. From trusted advisers offering high quality advice to opening up avenues for new business and suppliers, inspiring the next generation of manufacturers, being a member of Make UK can really help businesses compete.”

At Make UK we’ve been providing our members with the influence, insight and connections to help them grow for more than 120 years.

Join us and be part of the community.

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