

Bluewater Installation



## BESA member shares best practice in The Parliamentary Review

**BESA and Refcom member, PCB Technical Solutions, has been chosen to feature alongside Prime Minister Theresa May, in the 2016/17 Parliamentary Review.**

The document looks back on the year in the mechanical and services industry. The main aim of the review is to showcase best practice as a learning tool for the public and private sector, and is sent to over half a million leading policymakers.

Daniel Yossman, director of The Parliamentary Review said, "Sharing knowledge and insight with both peers and government is essential. It is my belief that innovation is contagious, if only it is given the platform to spread. It is the Review's purpose to provide this platform and I am confident we are fulfilling it".

PCB Technical Solutions prides itself on its ability to deliver value-engineered design and build installation projects, supported by a full service and maintenance offering. Covering the whole of the UK and Ireland, it was formed in December 2013 from the management buyout of two of the original companies – HMAc and Four Season Installation of the Four Seasons Group. It employs 27 staff with further expansion plans and has an expected 2017 turnover of £12 million.

Over the last three years, PCB Technical Solutions has worked on over 600 fit-outs in the installation business and have adopted an enthusiastic approach to the lean construction methodology of working collaboratively with other contractors involved in the project. By using this approach, it has significantly reduced the installation time on projects, what was previously a 12 to 14 week project now lasts 6 to 8 weeks.

PCB has grown solely from repeat business and recommendation. One of its longest serving customers has been with the business under its various guises for more than 20 years, which proves their abilities and the trust they've established over the years.

Dave Cooper, managing director of PCB Technical Solutions said, "Membership of BESA gives a strong message of our competence to our customers. From the outset we wanted to ensure that we met the high standards that BESA demand of its member. We have also found their practical support extremely useful."

PCB like many BESA members and SMEs has faced challenges around cash flow. Many of its suppliers insisted on payments up front until its first year accounts were published and it had built a credit score. They implemented a policy of paying all suppliers and subcontractors reliably on the last day of each month, reiterating BESA's commitment to helping members to 'win work' and 'get paid'. This helped PCB develop good working relationships but also proved challenging as not all customers reciprocated, an issue BESA is trying to resolve through Parliament.

[www.pcbtechnicalolutions.co.uk/](http://www.pcbtechnicalolutions.co.uk/)

White City Installation



To read the full PCB Technical Solutions article in The Parliamentary Review visit [www.theparliamentaryreview.co.uk/editions/manufacturing-services/interior-installation](http://www.theparliamentaryreview.co.uk/editions/manufacturing-services/interior-installation).

To find out more about what issues BESA is representing on behalf of its members visit [www.theBESA.com/representation/](http://www.theBESA.com/representation/)