

Case Study:

RS Hydro



Europe's leading total solution provider and exclusive distributors for best in class environmental and process instruments

"I cannot stress enough how incredible this move has been for us, the last building was so small we had no room to grow and looked naff, but now the new place is great, I'm looking forward to building the team and making this an amazing place to work."

Jason Anderson, Operations Manager of RS Hydro

Company Background

RS Hydro was created in 1997 to provide water monitoring instrumentation solutions to all sectors of the UK economy and in particular the water/industrial/environmental sectors. Solutions are provided for the sales, hire and installation of flow, level, water quality and telemetry instrumentation. The company has grown steadily offering high quality instrumentation backed up by ISO9001/14001 certification and processes. At the time RS Hydro approached the Elevate team, the company was at the stage whereby it was looking to secure larger contracts than previously.

The Challenge

When RS Hydro joined the Elevate programme, they knew that they wanted to grow the company and this would mean a renewed focus on people and infrastructure particularly requiring support with manufacturing, importing/exporting, staff retention and marketing. Covid 19 posed significant disruption for the business Hydro including the need for hardware, software and network capacity for staff to work remotely whilst still driving the company's growth plans. The company was also seeking to move to new premises which would allow the establishment of a UK manufacturing/assembly plant.



#ElevateWorcs

Consultancy and Grant Support Outputs and Outcomes

RS Hydro took part in Elevate's first growth cohort, receiving 15 hours of specialist business consultancy support to formulate 1 and 3-year critical paths. This included a number of internal and external communication strategies including developing a new management team and press on with plans to move to a new building for room to grow.

On completion of the consultancy time, RS Hydro applied for an Elevate grant to support the some of the fit-out costs of the new premises along with the equipment that related to their growing R&D capability. The company also expected to create an additional 3 jobs in the 12 months following the support it received from the Elevate programme to help drive its overall growth ambitions to more than double its turnover over the next decade.

Here's what Jason had to say once he had received the support from the Elevate programme

"The Elevate program allowed us to structure and plan for the next 2,5 10 years and identified the needs to move into a bigger premises. I cannot stress enough how incredible this move is for us, the last building was so small we had no room to grow and looked naff, but now the new place is great, I'm looking forward to building the team and making this an amazing place to work".

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The Elevate programme is just one of a range of a comprehensive business support programmes offered by Worcestershire County Council for businesses at different stages of their development, from pre-starts to large established businesses.

Elevate is an exclusive offer to established SMEs with growth ambitions to take their businesses to the next level. Support is offered to support a wide range of business sectors*.

The online delivery of the support includes both group and 1:1 consultancy support including diagnostics with the ultimate aim of producing a detailed growth development plan on which to base their grant-funded project.

To find out more about how the Elevate programme can support your business in achieving its growth ambitions, please contact the Worcestershire Growth Hub via their website www.worcestershiregrowthhub.co.uk/elevate or email info@worcestershiregrowthhub.co.uk

*Eligibility criteria will apply