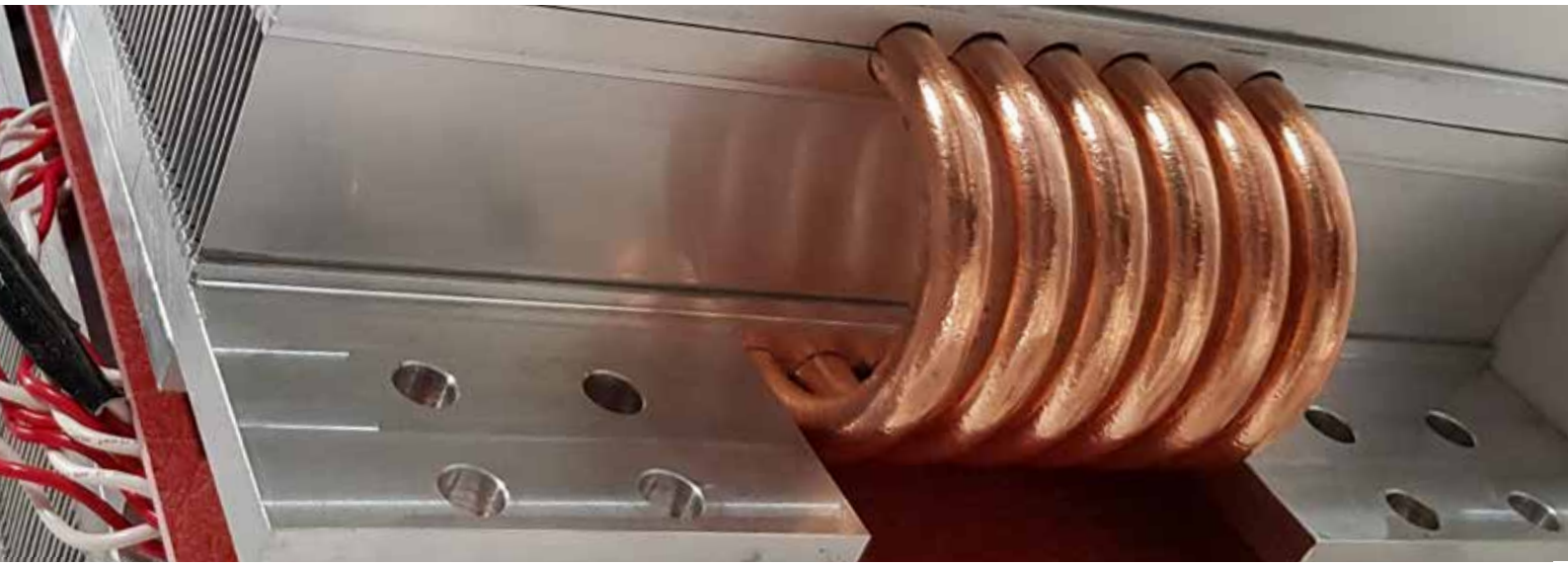
Case study

F4N Fit For Nuclear

NUCLEAR AMRC
ADVANCED MANUFACTURING RESEARCH CENTRE



Fit For Nuclear Q&A:
PSL Assemblies

Nicholas Smith, sales and marketing manager at PSL Assemblies, explains how F4N is helping the company develop new clients in nuclear.

Could you introduce your company?

PSL Assemblies Ltd is the leading global manufacturer of semiconductor stacks, power electronic assemblies and thermal management solutions. Based in Dunstable, our expertise comprises precision CNC machining, EPA protected assembly, CMM inspection, factory acceptance testing, pressure testing for cooling pipes, 3D CAD, graphical thermal analysis, design and consultancy.

Why did you enter the F4N programme?

PSL is committed to continuous improvement in all areas of the business, incorporating processes such as 5S and lean into our quality and management improvement projects. To further improve our processes and raise our standards, we chose to enter the F4N programme as we believed that F4N was the most suitable improvement process for our business. We had already worked with some clients on nuclear defence application projects, and by gaining F4N we now hope to work directly with higher tier nuclear clients.

We believe that our expertise, innovation, and commitment to continuous improvement will be of great benefit to the global nuclear industries, and F4N will now enable us to promote our services to all client tiers within the nuclear industry.

What areas did the assessment identify for development?

The key areas identified for development during the F4N process were people development, leadership and design control. We had already identified that formal training, leadership/management training and tighter design/project controls were needed – however, it was the F4N process that clarified these areas and helped us to formalise robust action and improvement plans.

How did you close the gaps in these areas?

We established a process of staff surveys and routine group meetings with feedback, alongside the implementation of Investors in People. We added formal leadership training programmes and a CMI-backed leadership and business course for all of the management team.

In design and technical areas, formal training was undertaken for the technical team to gain an understanding of process control, process flow and risk management through PFMEA and DFMEA.

All training and development initiatives were embraced by all staff, and helped to promote an increased culture of change throughout the business.

"Since achieving F4N, the general reaction from potential nuclear clients is significantly more positive, with opportunities to meet key nuclear buyers."

What benefits have you seen from F4N?

Prior to F4N, the interest in our ability to supply products for use in nuclear applications was minimal, and it was clear that higher tier nuclear clients required a higher level of industry approvals and accreditations. Although our products and services were of general interest, without relevant nuclear accreditations it was clear that we would have some difficulty in establishing new clients in the nuclear sectors.

Since achieving F4N, the general reaction from potential nuclear clients is significantly more positive, with opportunities arising to meet a number of key nuclear buyers and technical specifiers. The benefits to our business in general have been recognised by both existing and potential clients outside of the nuclear industries. We also expect that the subsequent improvements to our systems and processes due to F4N will be felt positively by all of our existing customers.

Where do you see opportunities in nuclear?

Our strategy is to promote our F4N status throughout all client tiers, and to market our products and services to a wide nuclear client base. Networking and relationship-building is essential in establishing a future client base, and we intend to maintain a high profile at future nuclear exhibitions and nuclear showcases. From recent exhibitions, we have received considerable positive feedback and confirmation that the services we offer meet the high standards expected by the global nuclear industries

Where do you see PSL in five years' time?

PSL already manufactures products such as static transfer switches for use in high-performance uninterrupted power supplies (UPS), for some of the world's leading UPS brands which supply directly into the nuclear industry.

We intend to become the leading global manufacturer of static switches for use in nuclear application UPS systems, as well as being the first-choice manufacturer of bespoke inverters, rectifiers, electronic enclosures and power conversion assemblies for the nuclear industry.

www.psl-group.uk.com
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Fit For Nuclear (F4N) helps UK manufacturers get ready to bid for work in the civil nuclear supply chain.

F4N Fit For Nuclear

F4N is exclusively delivered by the Nuclear AMRC, and has been extensively developed and expanded to meet industry demand. The service lets UK manufacturers measure their operations against the standards required to supply the nuclear industry, and take the necessary steps to close any gaps.

Begin your F4N journey: **namrc.co.uk/services/f4n**

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To find out how the Nuclear AMRC can help your business:

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