



Business Profile

Puddy's Vehicle Solutions (PVS) Ltd provides industry-leading fleet strategy, procurement and consulting services to UK fleet operators and fleet industry product and service providers. Their knowledge and experience helps businesses of all sizes become leaders in their field by reducing costs and saving time.

Industry

Fleet Strategy, Procurement and Management Consultancy

Geography

Based in Highbridge, Somerset
Clients across the County

Benefits

- Affordable business space to support business start up
- Local to the current staff who work in the business
- Accessible for customers from Junction 22 of the M5

Results

- Business growth leading to expanding into larger offices at Highbridge
- Recruiting more staff to deliver outstanding customer service
- Saved clients a total of £64million in first year of trading

As a dedicated fleet solutions company, PVS use their extensive industry knowledge and experience to help UK businesses of all sizes improve their fleet risk, up time and operational usage in order to maximise cost effectiveness. PVS also offer full support to fleet industry product and service providers.

The Challenge

Managing Director, Marcus Puddy entered the vehicle fleet industry over 15 years ago, and after radically reducing the cost of operating a fleet at his previous companies, he decided to set up his own business. He was confident his proven track record in growing, retaining and winning business, which covered all aspects of fleet strategy, procurement, operation and delivery, would give his new business venture every chance of success.

Marcus was looking for an office base that was local to him but supported his ambitions to develop and grow the company, while being accessible for both his customers and his staff.

The Solution

The Highbridge Enterprise Centre provides both affordable office space to assist with the growth of the business and professional offices for Marcus's staff to work from. Located very close to Junction 22 on the M5, Marcus and his team would be able to meet clients quickly and easily.

The Centre is also looking to reconfigure office space to accommodate the growth of PVS and enable them to take on more staff, meet demand and continue to deliver outstanding customer service.

PVS have recently engaged with Weston College, the top performing College in the South West, to recruit a Business Administration Apprentice, and intend to work closely with Weston College in the future to support their training and recruitment needs.



The Results

PVS, in its first year of trading, provided services for some 15 companies, eight of which were large blue chip organisations. PVS worked to enhance the commercial proposition of those companies having identified cost savings collectively totalling more than £64 million. PVS won the New Business of the Year title in the 2016 Somerset Business Awards, recognising the savings they achieved for their clients.

PVS are currently working with five new customers with a view to supporting them with the Fleet Strategy, procurement and management over the next 12 months. In the same period of time, PVS will have moved to a larger office space, recruited up to five additional staff and will be consulting with approximately 10 large UK organisations.