



CABLEPOINT

Full Box Build Assembly for a Building Management Systems Provider

Delivering scalable manufacturing
solutions for a leading UK BMS provider.



Industry Background

Building Management Systems & Industrial Controls

Our client operates within the UK's Building Management Systems sector, delivering sophisticated control solutions that optimise building performance across electrical installation, energy management and smart building environments.

As a leading provider, they uphold rigorous quality standards and deep technical expertise across all control panel manufacturing and assembly operations. At Cablepoint, we understand the demands of this industry first-hand.

Our customer-focused approach means we take the time to learn how each system supports the client's wider business, ensuring our work aligns perfectly with their operational needs.



The Challenge:

Scaling Production for a Major Project

Production

A surge in project demand created an opportunity to expand production. The client sought a trusted partner who could support their growth while maintaining their established quality standards.

Strict Monthly Targets

The project required consistent, reliable monthly output over a 10-month period, with no tolerance for delays or variations in quality.

Maintaining Standards

Any external partner needed to match their internal quality benchmarks and integrate seamlessly with their existing production schedule.

Although the client had the technical expertise and equipment to build control units internally, this specific high-volume project created a surge in demand that exceeded their available resources. They needed a trusted manufacturing partner who could scale quickly, maintain exceptional quality and deliver every batch exactly when promised. Cablepoint stepped in with a responsive, hands-on approach, ensuring the client felt supported at every stage.

Our Approach:

Modular Box Build Assembly

We delivered a complete box build assembly service, structured to maximise efficiency, quality control and transparency. The customer supplied hardware monthly, while Cablepoint provided all wiring, connectivity and assembly resources. We held stock, managed workflow and controlled the entire process so the client could focus on their wider project.

1 - Wiring Subassembly

Produced and fully tested in advance, giving each unit a reliable, repeatable foundation.

2 - Hardware Build

Assembled in parallel to optimise production flow and maintain consistent timing.

3 - Final Assembly

Both subassemblies were integrated into complete, fully tested units ready for deployment.

Our modular methodology gave us greater control over the production process and ensured a smooth, repeatable workflow. Every unit underwent 100 percent inspection before being carefully palletised for delivery. Throughout the project, we stayed closely connected with the client, holding regular check-ins and visiting their site to understand how each unit supported their wider system.

Project Timeline & Execution

1 - Initial Engagement

The client approached Cablepoint through an existing relationship with a specific high-volume manufacturing requirement. Our fast response and willingness to visit their site helped us quickly understand the scale and importance of the project.

2 - Planning & Setup

Over 2–3 months, we worked closely with the client to design processes, agree quality protocols and align schedules. Regular meetings ensured we fully understood their priorities and business needs.

3 - Production Programme

A 10-month continuous manufacturing period with fixed monthly quantities and consistent on-time delivery.

4 - Project Completion

All units were delivered with zero defects, strengthening the partnership and demonstrating Cablepoint's reliability.

From first conversation to final delivery, the project spanned 12–13 months. Throughout, Cablepoint maintained full control of the process, held stock, managed workflow and ensured the client always received exactly what was promised, when it was promised.

Delivered Results

We achieved outstanding results through reliable monthly production and consistent on-time delivery, supported by proactive communication and complete project ownership.

10

Months

Continuous production period

100%

Quality

Zero Defects

100%

On-Time

Monthly delivery performance



Client Testimonial

From our point of view, this has been a very successful project and I am keen to explore future works when something suitable comes up.

Thanks to everyone at Cablepoint for their quality work and attention to detail - it is much appreciated.

- Operations Director, UK Building Management Systems Provider.

Key Success Factors

Consistent Communication

Regular collaboration and alignment with the client's schedule ensured seamless integration, proactive problem-solving and a strong working relationship. Our willingness to visit site and hold dedicated project meetings helped us stay fully aligned with their goals.

Modular Process Efficiency

Our structured subassembly approach improved production flow, enhanced quality control and created a reliable, repeatable manufacturing method.

Scalable Production Capacity

We demonstrated the ability to absorb high-volume BMS manufacturing requirements without compromising quality or delivery timelines.

Quality Assurance

Every unit underwent 100 percent inspection, delivering zero defects across all batches and reinforcing Cablepoint's commitment to exceeding expectations.

A person wearing glasses and a blue shirt is using a crimping tool to work on a cable. The background is a blurred factory or manufacturing environment with various equipment and cables. The text is overlaid on the image.

Why Cablepoint for BMS Manufacturing?

Because we don't just manufacture – we partner, support and deliver.

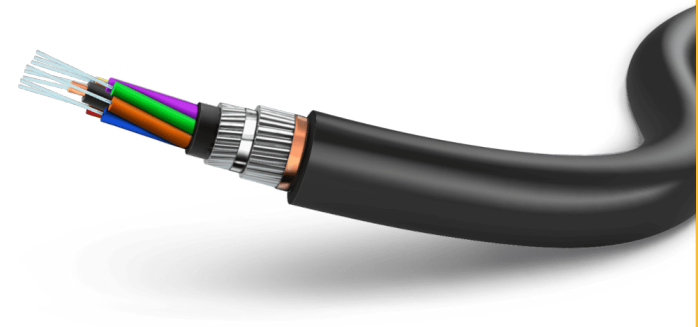
Your Trusted Partner for Complex Control Systems

Cablepoint specialises in complete box build assembly solutions for BMS providers and industrial control manufacturers across the UK.

With a modular production process, strict quality standards and flexible capacity, we support your in-house team when you need additional resources for high-volume or time-critical projects:

- Full box build assembly from component to finished unit
- Scalable production to match demand fluctuations
- 100 percent inspection and testing on all assemblies
- Seamless integration with your processes and schedules
- Proven track record in BMS and industrial controls

We take ownership from start to finish, holding stock, managing workflow and ensuring you always receive the final result exactly as promised.



Ready to Discuss Your Requirements?

Whether you're facing a capacity challenge, planning a high-volume project or seeking a reliable manufacturing partner for your Building Management Systems work, Cablepoint delivers quality, service and solutions you can depend on.

Our team is ready to discuss your specific requirements and support you with the same attention to detail, customer care and commitment to excellence that made this project a success.

[**Visit our Website**](#)

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