



CABLEPOINT

# Supporting the Launch of a Next- Generation Infrared Heating System

How Cablepoint enabled seamless production, storage and rapid fulfilment for a new energy-efficient heating product.



# Industry Background

A UK energy-technology provider brought an innovative infrared heating panel to market. They needed more than a manufacturer — they needed a partner who could manage inventory, understand their project in detail, and deliver bespoke panel sizes quickly and reliably.

Cablepoint stepped in with a customer-focused approach built on fast response times, clear communication, and a commitment to delivering exactly what we promise.



# **The Challenge:**

**The customer required a partner who could support growing demand while maintaining reliability and care.**

## **Inventory Management**

Hold and manage stock of panel materials and cable assemblies, ensuring availability when needed.

## **Custom Production**

Produce panels in custom lengths and widths to meet building-specific requirements, informed by direct conversations and site understanding.

## **Rapid Turnaround**

Guarantee short, dependable turnaround times, with every order delivered when promised.

## **Quality Assurance**

Provide comprehensive quality checks for every panel, giving the customer complete confidence.

Driven by sustainability regulations and low-carbon heating trends, they needed a partner who could scale with them. Cablepoint was selected for our ability to offer both scalable manufacturing and full end-to-end assembly, supported by genuine customer care and hands-on involvement.

# **Our Approach:**

**We built a tailored production model designed around the specific demands of infrared heating panel manufacturing and the customer's real-world needs.**

## **1 - Dedicated Storage Facilities**

Purpose-built warehousing for all panel materials and components, allowing us to hold stock and respond instantly.

## **2 - Specialist Manufacturing Area**

Custom-built production space with purpose-specific machinery for consistent, high-quality output.

## **3 - Stock Management System**

Pre-agreed sub-assemblies held in stock for rapid call-off, ensuring fast response times.

## **4 - Structured Works-Order Process**

Aligned to each building's zones and panel dimensions, shaped through direct conversations and project understanding.

This integrated approach allows us to react quickly to customer requirements while maintaining exceptional quality and precision. Our dedicated facilities ensure production can scale as demand grows, without compromising service.

# Project Timeline & Execution:

**At Cablepoint, every project follows a consistent, high-quality process designed for reliability, speed, and complete customer confidence.**

## **1 - Works Order Received**

Precise panel specifications logged, verified, and clarified through direct communication.

## **2 - Job Scheduled**

Immediately added to the production queue to maintain fast turnaround.

## **3 - Panel Manufacturing**

Panels manufactured and assembled to exact size, with full ownership from start to finish.

## **4 - Full Testing**

Comprehensive testing and verification procedures carried out in-house.

## **5 - Quality Sign-Off**

100 percent quality approval with inspection report for the end customer.

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Turnaround guaranteed within 10 days, with urgent requests supported whenever needed.

# **Delivered Results & Impact:**

**Our work enabled the customer to bring their innovative heating product to market successfully and maintain strong growth momentum.**

## **Scale Production Confidently**

Flexible capacity to meet increasing demand without compromising quality or delivery times.

## **Meet Construction Deadlines**

Consistent, reliable delivery aligned with tight building schedules.

## **Maintain Quality at Volume**

Rigorous testing and inspection ensures every panel meets exacting standards.

## **Respond to Urgent Requests**

Capability to accelerate production for short-notice or time-critical requirements, supported by held stock and fast decision-making.

## Customer Feedback:

**The partnership continues with regular orders and strong feedback that reflects the value of Cablepoint's hands-on, customer-focused approach.**

“Working with CablePoint for the assembly of our bespoke heating panels has been a pleasure; from the initial consultation to delivering the product, the team demonstrated exceptional professionalism and expertise. They took the time to understand our specific needs and delivered a service that exceeded our expectations, we couldn't be more satisfied!

The quality of the workmanship is outstanding, and the high level in quality checks and testing along the way is really reassuring when we are supplying to our clients. I highly recommend Cablepoint to anyone, their commitment to customer satisfaction is evident, and we are thrilled to have partnered with such a reliable company!”



# Key Partnership Strengths

- **Fast turnaround -**

Guaranteed 10-day delivery maintained across all orders.

- **Urgent job capability -**

Ability to “pull out all the stops” when required.

- **Transparent quality assurance -**

Comprehensive inspection reports provide confidence and clarity.

- **Ongoing collaboration -**

Responsive communication, site visits, and a proactive problem-solving approach.

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This trusted relationship allows the customer to focus on sales and market development, knowing that manufacturing and fulfilment are fully taken care of.

# Partner With Cablepoint on Your Next Build

Whether you're bringing an innovative product to market, managing fluctuating demand, or seeking a reliable partner for bespoke manufacturing and assembly, Cablepoint is here to help.

We combine scalable production, dedicated inventory management, and rapid, high-quality fulfilment to support even the most time-sensitive projects. Our team takes the time to understand your business, visit your site when needed, and manage the entire process from start to finish so you can focus on the end result.

We're ready to discuss how we can support your next manufacturing challenge with the same attention to detail, flexibility, and commitment to customer care that made this project a success.

[Visit our Website](#)

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