

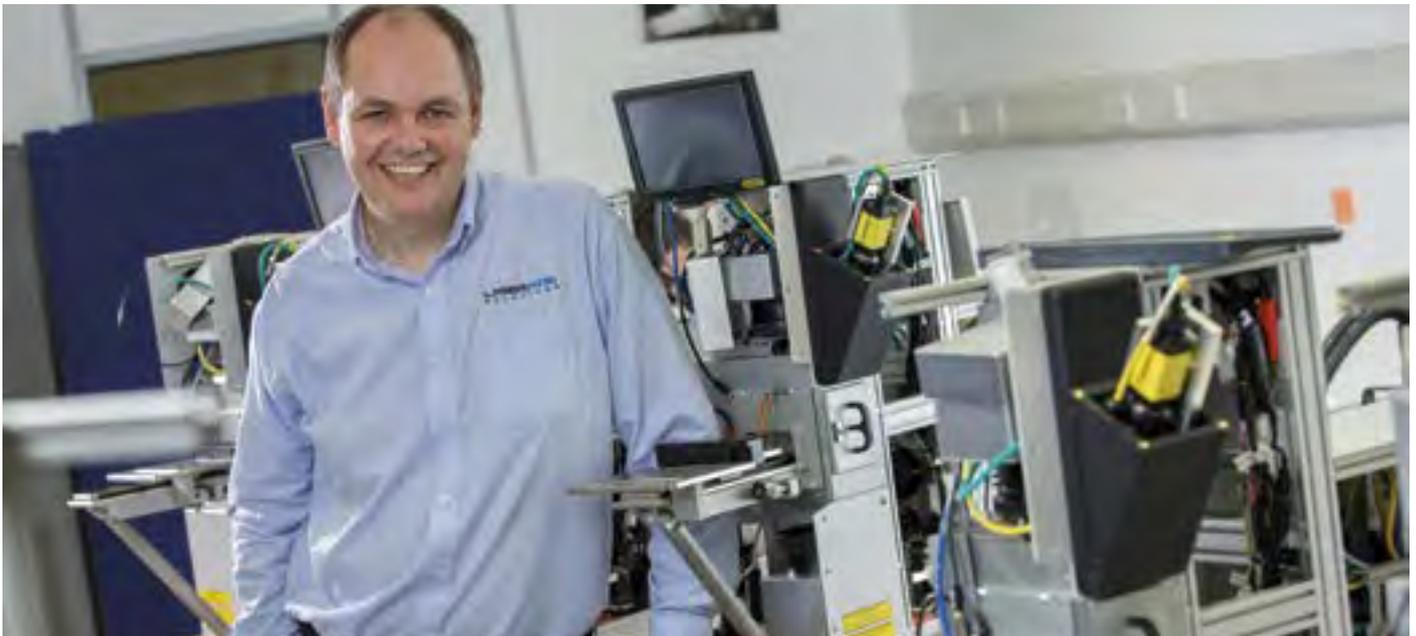


Llywodraeth Cymru  
Welsh Government

## Innovation

### Laser Wire Solutions

A Welsh company that designs and manufactures laser wire-stripping machines is poised to turnover £4 million in 2017, thanks in part to Welsh Government innovation support.



Paul Taylor, MD of Laser Wire Solutions, with bespoke Odyssey-4 machine

Pontypridd-based Laser Wire Solutions was started in 2011 by Paul Taylor, a laser physicist who believed there was a gap in the market for laser wire-stripping products customised to clients' specific needs. He wanted to design and manufacture bespoke machines that could be used to strip hair-fine wires and aerospace cables used in a range of technologically advanced products, such as microwave assemblies, pacemaker coils, medical devices and mobile phones.

The south Wales-based businessman turned to the Welsh Government's innovation team and, with a SMARTCymru grant, financed the design and production of the company's first machine – a unique laser wire-cutting machine that was unavailable at the time. Today, as managing director of one of Wales' fastest growing companies, he credits the advice, expertise and financial support he subsequently received with helping to turn his innovative business idea into a multi-million-pound company that produces products highly sought after by high-tech firms, predominantly based in the United States.

#### The Business Key Achievements:

- Financed the design and creation of the company's first product
- Investment in technology led to first sale, boosting company's credibility and growth
- Led to the creation of 25 jobs and boosted turnover

With the machine capability in place to demonstrate what Laser Wire Solutions could do, the company won its first contract – supplying a laser wire-stripping machine to a business in France. The innovation team helped Dr Taylor access other financial support from Finance Wales and the South West Angel and Investor Network. In 2015, Laser Wire Solutions joined the Welsh Government’s Business Wales Accelerated Growth programme, which helped increase export sales by more than £1 million within a year.

Today, the company designs and manufactures a range of CE-marked and FDA-compliant wire-stripping products, based on technology developed for NASA’s Space Shuttle programme. With a 25-strong workforce and exporting at least half of its products to the United States, Dr Taylor predicts its 2017 turnover will be £4 million.

He’s not stopping there, though. Laser Wire Solutions, a leading Wales Fast Growth 50 company in 2017, has ambitious expansion plans. It aims to quadruple its turnover in the next two years by extending its range of precision laser wire strippers, adding new capabilities and increasing the availability of its products worldwide – in line with the 2015 Wellbeing of Future Generations Act, which aims to create a more prosperous Wales.

“I wouldn’t have been able to get to this point without the Welsh Government. The business got its first contract because I received the finance needed to design a unique laser wire-cutting machine, demonstrating what I could do. That first contract helped Laser Wire Solutions gain business credibility, which allowed me to secure investment from SMARTCymru, and then the business got going. Applying for Welsh Government support encourages you to firm up your business plan, provides you with expert advice but also, importantly, provides the finance often needed in manufacturing to get things started.”

**Dr Paul Taylor, Managing Director and CEO of Laser Wire Solutions.**

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To find out more about funding and support  
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innovation@gov.wales | business.wales.gov.uk/innovation



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