

# Driving business improvement and exports in offshore cable solutions

Tekmar is strengthening its global position in offshore wind through business transformation and leadership development. By improving systems, processes and governance, the company is driving performance, increasing exports and building a more resilient, scalable organisation.

### Before

Following rapid growth and a series of acquisitions, Tekmar identified the need to strengthen its internal structure to support continued expansion. While successful, the business relied heavily on informal knowledge and lacked standardised processes and governance. To build a more scalable and efficient organisation, Tekmar sought support through the SIG programme.

### During

Through the SIG programme, Tekmar aligned its organisation around a clear strategic direction, supported by an implementation plan to drive execution. A strong focus on leadership development saw 50% of the workforce take part in training, improving communication, engagement and accountability across the business. Alongside this, new systems, processes and governance structures were introduced, embedding a more consistent and efficient way of working.

### After

Tekmar has transformed into a more structured, high-performing global business, with stronger leadership, improved delivery and increased operational efficiency. The company is now exporting the majority of its products worldwide, supported by enhanced customer delivery and a more scalable operating model.

### How does this help deliver the IGP?

- Strengthens UK supply chain capability in subsea cable protection
- Drives export growth across key global offshore wind markets
- Improves operational performance through structured processes and governance
- Builds long-term resilience through leadership development and organisational alignment

**Stronger leadership and smarter systems are enabling Tekmar to scale globally and deliver offshore wind projects with greater consistency and confidence.**



**80%** of business exported globally



**Improved** operational performance metrics

“ We now export **80%** of the business and support many high-profile UK projects. ”

**Marc Bell**  
Managing Director | Tekmar  
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Future electrical systems and cables

