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Panintelligence

Panintelligence takes off with new contract win



Leeds-based software developer Panintelligence has been appointed to provide its data analytics and business intelligence (BI) platform to an award-winning UK hydraulic engineering firm whose hydraulics have helped to restore droop-nose functionality on three iconic Concorde aircraft.

South Cheshire-based Hydraulics Online, which specialises in systems design and the supply of equipment for hydraulic projects globally, has been involved in the restoration of Concorde aircraft at Manchester Airport, the Imperial War Museum, Duxford and the Brooklands Museum in Surrey. The business supplied tailored hydraulic system designs to restore the aircraft's famous 'droop' nose action in time for Concorde's 50th anniversary celebrations last month [March].

Hydraulics Online, which was started from home by husband and wife Mark and Helen Tonks in 2004, has grown to become a seven-strong team with customers in 130 countries. It was awarded 'Northern Powerhouse Export Champion' status by the

Department of International Trade in February having built a reputation for its customer-led approach, specialist support for design and engineering projects and ability to source elusive or obsolete hydraulic equipment.

With the aim of driving domestic and international sales and supporting customers more effectively, the business has installed Panintelligence Pi software, a super-secure cloud-based BI and analytics platform providing real-time dashboards, to enable it to use its own data to strategically target UK and export markets.

“We needed software that could plug into our Sage system, enabling us to turn the rich but inaccessible data we hold into valuable business knowledge that will help us to scale Hydraulics Online and develop both our domestic and export strategy,” said Helen Tonks.

“The Panintelligence platform, which we installed in December, has pinpointed the US and India as growth markets for us and we are working to exploit their export potential. Although the insight has come from our own data, we would not have had that visibility without the high-tech but incredibly user-friendly new data analysis software.”

Panintelligence CEO Zandra Moore said: “It’s great to be working with a pioneering organisation like Hydraulics Online. Our dashboard and analytics products are a unique platform that we have developed over many years. They are an affordable way for small businesses to release insights and value from their data in real time without any compromise of security.”

Founded in 2014, Panintelligence has a background in the credit and financial services sector and its products lead in data security and compliance. The Pi platform sits within clients’ own data environments where it securely provides data visualisations. As it does not move or copy data, it is inherently more secure than other methods of BI analysis, a factor that has significantly driven growth.

Photo: L-r: Graham Cahill, Heritage Concorde; Helen Tonks, Mark Tonks Hydraulics Online at Concorde, Manchester Airport