

Trough Tec Systems

TTS (Trough Tec Systems) is a UK-based manufacturer of cable troughing systems made from 100% recycled plastic. The company offers innovative, lightweight alternatives to traditional concrete and polymer products. Operating across the rail, road, energy and utilities sectors, TTS has built a reputation for high-performance infrastructure solutions that reduce carbon, improve safety, and accelerate installation times. As the sustainability agenda continues to drive procurement decisions across the built environment, the business recognised the need to clearly communicate the environmental and social value embedded in its products and operations.

As a small team, TTS lacked the in-house expertise to meet its objectives and sought to partner with a sustainability consultancy. The business began talking to Wylde Connections about how best to develop the tools and messaging needed to demonstrate its value to clients and stakeholders.



Trough-Tec Systems

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AT A GLANCE...

- Production of sustainable solutions brochure to showcase credentials
- Responded to requirements set out in a high value tender to set out sustainability status
- Use of Enveglas ESG Diagnostic Tool to highlight current position
- Gap analysis to highlight priorities for sustainability intervention
- Development of detailed Action Plan
- Timeline for implementation
- Consultancy support in identifying priorities and supporting implementation

Showcasing Solutions

While TTS had already embedded sustainable design principles into its product development and manufacturing, these benefits were not always fully understood or articulated in tenders and stakeholder engagement. Wylde began by working closely with the team to identify existing good practice and clarify key messaging.

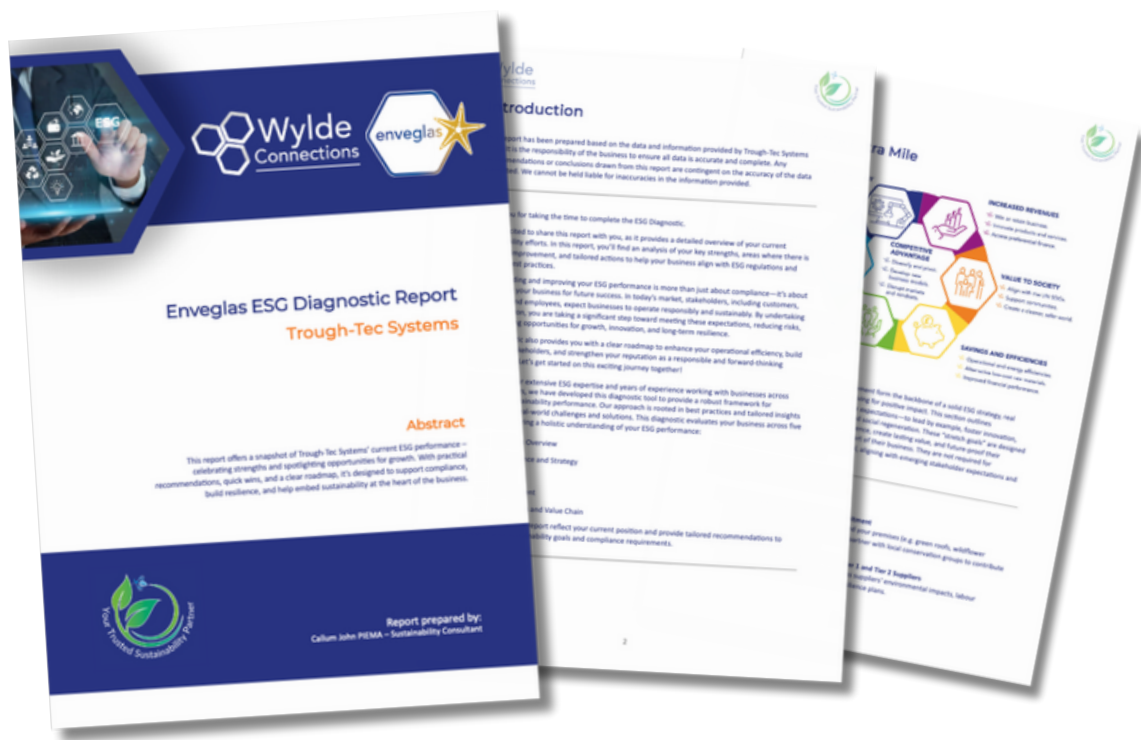
A key output from this first phase was the development of TTS' "Our Sustainable Solutions" document. The brochure now serves as a cornerstone of client communications, highlighting how TTS products and services help customers reduce their carbon footprint, improve health and safety, and meet biodiversity and circular economy

targets. By translating technical data into accessible, compelling narratives, the brochure has given TTS an opportunity to demonstrate impact. It helps differentiate the business, secure competitive advantage and respond more effectively to changing market demands.

TTS Operations Director Kyle Butler said: "The brochure has been really useful in communicating our offer and showcasing TTS as a sustainable supplier of choice. Feedback has been very positive, and we are now in a far better position to communicate added value."



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Feeling the Pressure

Following the successful launch of the brochure, TTS identified the need to build on these strong foundations. A significant infrastructure tender required the business to provide detailed evidence about how it was embracing sustainability beyond product design. The request reflects a growing trend for customers in all sectors wanting to build supply chains aligned with their vision and values.

TTS recognised that it needed to address things more holistically and find a way of engaging on a deeper level. The first step was to gain a greater understanding of sustainability performance. The consultants at Wylde recommended using its new Enveglas ESG diagnostic tool.

Enveglas is a bespoke ESG diagnostic and reporting platform designed to help businesses assess, track and improve their environmental, social and governance performance. It gathers business-critical data through an intuitive survey interface and translates it into tailored action plans and impact reports aligned with key frameworks such as the UN SDGs, B Corp, and EcoVadis.

For TTS, using Enveglas was an easy cost-effective way to baseline current performance, identify gaps, and evidence progress in a way that meets growing client and regulatory expectations. It is designed to give organisations the insight they need to understand their starting position and give them a road map to drive continuous improvement while strengthening their position in sustainability-driven procurement processes.

One of Wylde's expert consultants supported TTS in answering a series of diagnostic questions across five key ESG categories. Following the collation and analysis of data, Wylde used the tool's in-built gap analysis capabilities to identify tailored recommendations. The TTS team was presented with a detailed diagnostic report outlining the process and setting out a robust action plan and timeline. Recommendations were grouped into immediate actions, medium term goals and long term strategies.



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Maximising the Benefits

TTS used the Enveglas diagnostic report to complete its tender application. The document allowed it to highlight its sustainability strengths and set out the actions it intended to take to improve ESG performance. The company was subsequently shortlisted to go through to the next stage of the selection process. It also had the impetus needed to take its next steps towards ESG maturity.

Kyle said: "We realised that we needed to take the initiative in terms of ESG. Increasingly, tenders were asking us to evidence our performance, be it emissions reduction or community engagement. TTS was doing a lot of great work, but we are a small team and we weren't always capture or evidence it. **What we needed to understand was what we are doing well and what we could be doing better. Enveglas was the perfect tool.**"

He added: "I really enjoyed the process of going through the diagnostic. It got me excited about where we could take our business in terms of ESG, and the action plan and timeline will help guide our interventions. **Receiving support from an experienced consultant made all the difference. One thing that really impressed me about working with Wylde Connections was that their solutions are bespoke.** They took the time to get to know our business and tailored their support to meet our specific needs. From the research I did, I didn't feel we would get that from other consultancies."

Wylde will continue to guide TTS as it sets about developing and implementing a robust sustainability strategy. We will also be on hand to support with stakeholder engagement and ensure that everyone from staff to suppliers are kept up to date with its progress.

Wylde has developed a comprehensive range of solutions to help businesses embed best practice. From ESG diagnostics to calculating emissions, sustainability awareness training to developing holistic strategies, we have it covered. If you would like to learn more about how we can support your transition book a discovery call today.



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