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RAMSAC: RAMSAC invites new partners to join partner programme

Nov 11, 2004 (M2 PRESSWIRE via COMTEX) -- Guildford, England: RAMSAC, a leading IT solutions provider, is actively seeking potential partners to join its Partner Programme, offering the ability to be able to offer a wider service portfolio to their clients and prospects.

RAMSAC has been working with companies nationwide advising on a whole range of IT services including technology policies, strategic planning, networking purchasing and support since 1991.

Explained RAMSAC'S Managing Director, Robert May, "As part of our key services, we offer total network management. This covers a broad base of activities so vital to the ongoing success of our clients, including helpdesk support, network health checks, on-site engineering, security audits, and project management. We also assist with IT human resources, and support and technology migration planning and implementation."

Continued May, "We have had great success over the past few years with our partner programme, and are looking to expand this support system over the coming months. Companies supplying bespoke technical solutions such as accountancy software, legal databases, call management, inventory control, HR packages, intranets, web solutions or internet connectivity, must ensure that end users have a sound network on which to base their solutions. We can help them to achieve this."

One such company is Thomas Norton Consultants Limited (Thomas Norton), a software company based in Guildford. Thomas Norton provides bespoke development and messaging solutions together with web site development and hosting and works with high profile clients mainly in the manufacturing, banking and pharmaceutical sectors.

"Having formed a strong business relationship with RAMSAC, our company is now in an excellent position to improve the level of our clients' functionality," explains Nick Norton, Technical Director at Thomas Norton. "We believe in delivering a cost-effective service, and maintaining a high level of competence and professionalism. We view our partnership with RAMSAC as the ideal way to sustain a competitive advantage."

Tim Drake is Managing Director of Surrey-based Flipside, a dynamic, design, advertising and marketing services agency whose portfolio of through-the-line competencies encompasses all media. Said Drake, "Quite simply, working with RAMSAC makes our lives easier. We share the same approach to customer service, with both companies taking pride at being the best at what we do. Once RAMSAC has been deployed at one of our customers, we have the peace of mind to concentrate on our core skills of web design, bespoke software and marketing services, making us far more efficient and cost effective to our clients. It also makes financial sense due to the commission payments we receive for placing orders and the discount we receive on RAMSAC products and consultancy services."

Continued RAMSAC's Robert May, "Being able to differentiate your services from that of your competitors is key to ongoing success in today's competitive market. Members of the RAMSAC Partner Programme are able to achieve this by joining forces with us in order to 'go to market' with a wider service portfolio, incorporating RAMSAC's network management and support services with their own." Matthew Quirk, Sales Manager of Datanet, the Hampshire-based business class Internet service provider agrees with this philosophy for success. "For the past five years, we have had a very strong partner relationship with RAMSAC.

From the start, both companies realised there were real synergies between our businesses: Datanet has the expertise in Internet communications and RAMSAC provides the networking and support skills. Both companies are focused on the needs of their customers, and the combination of our skills has resulted in many successful business solutions, and excellent ongoing customer relationships. The team at RAMSAC are not only incredibly skilful in their area, but are great people to work with." Concluded May "Our partners realise that their clients are assured of a "one stop solution" knowing that whether their issues relate to their network, or with the product that the partner has supplied to them, they can make one call and be confident in the knowledge that a team of people are working to ensure problems are resolved." As well as benefiting from the knowledge that their client's network infrastructure is being well taken care of, Partner Scheme members also benefit from: -- Commission payments on all orders -- Discounted rates on RAMSAC products and consultancy -- Outsourced helpdesk to record client issues relating to their own products -- Branding of RAMSAC services to bundle with their portfolio -- Independent technical consultancy and pre-sales advice -- Joint marketing events and publicity -- Technical briefings and Partner events