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Hoping to be crowned young director of the year

THE managing director of Godalming-based IT solutions consultancy, Ramsac, Robert May has been announced as a finalist in the Young Director of the Year Award organised by the Institute of Directors (IOD).

The award category covers directors who are under 45 years old, and winners will be announced at a dinner on Thursday, November 8, at the Institute of Directors, in London.

"I know it's easy to say, but the judges had a really difficult task in reducing over 100

superb entries down to just 15," said the regional director of IoD South, Rodger Broad.

"Most importantly, in so doing they have decided that we should give a total of five awards rather than the three we originally planned, which in their words is 'to properly reflect the quality and the diversity of the entries'".

Making this shortlist is the latest installment in the ongoing success story of Ramsac which scooped best small business award at the Surrey Business Awards earlier

in the year. Its approach of offering a 'menu' of outsourced IT services allowing clients to match the individual needs of their organisation, has proven to be a winning formula, recognising that the one size fits all approach can not always be applied to IT problems.

For some clients this may involve support at the end of the phone, for others a part-time network manager and for many businesses it is help in developing a longer term overall IT strategy.

Ramsac believes that for an

SME to fully benefit from technology and to enable their business to reach its potential it requires a team of experts to be on hand at the appropriate time. And one of the most successful services it offers is an outsourced IT director role.

"Ensuring that IT is driven with real strategy and business focus is key if businesses are going to succeed and remain ahead of their game," said May.

"Our IT director service provides board level direction for IT strategy and budgeting.

"Understanding what a

company is trying to achieve means we can ensure that technology is aligned to support the plan, and we can make sure that customers are benefiting from cost and efficiency savings offered by the sensible implementation of IT."

And he is delighted that the company's success has been recognised by making this shortlist. "It is a great honour and is the result of the hard work of everyone at Ramsac and not just one individual," he said. "As one of my key roles is

to act in the capacity of outsourced IT director as well as being managing director at Ramsac, this recognition from the IOD is even more important to us, it adds real credibility to the service that we provide." The Institute of Directors (IoD) provides a professional network which reaches into every corner of the business community. The membership spans the whole spectrum of international business leadership, from the largest public companies to the smallest private firms.



Robert May, managing director of Ramsac IT is in the running for the Institute of Directors' Young Director of the Year Award. He is pictured with the Surrey Advertiser's business sub-editor Caroline Bullock.