
Ramsac recalibrates

Doug Woodburn

VAR Ramsac is gearing up to launch an assault on the business continuity market.

Managing director Robert May said the Microsoft partner would launch a series of branded business continuity packages in the second half of 2008, including an insurance-backed contract offering clients access to a 12-user network. At the moment it only offers business continuity consulting.

“Business continuity is a growth area for us. A couple of years ago only larger businesses took notice of it, but now everyone does,” he said.

Ashish Patel, UK and Ireland regional manager at business continuity vendor Stonesoft, said: “We see more of our resellers understanding the concept of business continuity. More often than not it is now an item for boardroom discussion.”

Ramsac breaks glass ceiling in the boardroom

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