

## Contract success sees company growth

RAMSAC, the Godalming based IT specialist, won 28 new contracts during the last financial year in addition to seeing growth in profit and turnover.

As a result, the company has recruited four new members of staff to help manage the increased levels of business.

The new team includes support manager Jonathan Dobson and support consult

Wayne Walker, network consultant Paul Wilson and relationship administrator Claudia Kirby.

Ramsac managing director Robert May said: "Our results confirm what we had already seen on a continual basis throughout the year.

"Despite the recession and wider economic problems, we have found that there are new clients to be won in the IT sec-

tor if you offer the right products and services. As a result of our growth, we are delighted to welcome new members to the ramsac team."

The company's growth and success is echoed by ramsac's ranking as one of the top 100 managed IT service providers in the world.

The MSPmentor 100 list for 2010 places the Surrey-based company at 85th position in the global ranking and 11th place in the UK.

Additionally, a UK-wide survey commissioned by Microsoft also shows that 100% of ramsac's clients would recommend its services to others.

Mr May added: "We firmly believe ramsac has continued to be successful and grow because clients need reliable, well-managed and bespoke solutions to their essential IT needs.

"We have actually won new clients who, rather than downscale, were

keen to allocate greater budgets to their IT, but wanted it to work harder and smarter for them." New support manager Jonathan Dobson previously occupied the same role at Friends Provident.

At ramsac he will manage the team responsible for providing remote support services and introducing new systems and services to enhance the level of technical support ramsac provides.

Support consultant Wayne Walker also joins the support team, providing remote technical assistance to ramsac's contract customers.

Mr Walker has a degree in IT networking and has spent the last three years working as a support consultant for RM Networks.

Network consultant Paul Wilson joins ramsac's consultancy team where he will be responsible for managing the technical needs and networks of a portfolio of customers.

Mr Wilson has previously worked as head of IT infrastructure for a large tertiary education institution, and as

IT manager for an international charity. Relationship administrator Claudia Kirby joins the ramsac relationship management team where she will be supporting existing customers, providing them with management information relating to their IT costs, providing advice on new products and ensuring that their staff are making full use of ramsac's range of outsourced IT services.

Founded in 1991, ramsac offers a menu of outsourced IT services to allow clients to match their individual needs. It claims to offer its clients impartial, jargon-free advice.

This enables those businesses and organisations for which a dedicated in-house IT department may not be practical, to outsource all or part of their IT needs.

In return they benefit from properly planned cutting-edge IT solutions and support without any of the headaches often associated with managing technology.

Anybody who wants more information should visit [www.ramsac.com](http://www.ramsac.com).



The new members of the team at ramsac.