

Companies with a Turnover  
Up To £5m

TOAST OF SURREY  
BUSINESS AWARDS 2011

## WINNER ramsac limited



GODALMING-based ramsac limited provides services to customers big and small in the business, charitable and education sectors.

Founded in 1992, the company employs nearly 30 people and has a mission to make IT simple.

It is also active in the community as a founder member of the Surrey Chambers Community Foundation and a proud sponsor of Guildford Heat Basketball Club.

Robert May, managing director, said: "We have always considered ourselves to be part of the wider Surrey community – not only because that's where our offices are located, but because we have been so passionate about getting involved in both economic and community development locally."

Mr May added that 2010 had been a year of great innovation for ramsac with the launch of several new services and technical solutions and an increase in the number of businesses choosing to outsource all or part of its IT requirements.

"As a result we have seen a growth once again in our turnover and profitability," he explained. "We've recruited more people locally and we've ramped up our skill development programme for our staff, ensuring that we continue to recruit and develop the very best people in our industry."

## Finalists

### Memset Ltd

MEMSET is an IT hosting company that was founded in Guildford in 2002.

Its customers range from small start-ups to large corporations such as Debenhams, Hilton Hotels and Hanson and the business offers a range of IT solutions. The company is active in the local community and has sponsored the Guildford Lions' Stoke Park fireworks for many years.

It is also very environmentally conscious and has implemented a green transport policy and purchased a small fleet of electric bicycles for its staff.

Memset also offers the UK's first carbon neutral web hosting and is a founder member of the Surrey Chambers Community Foundation, which aims to help young people get involved with business.

### The Hampton Estate

A COUNTRY estate near Farnham offering everything from naturally reared produce to residential lettings is flying the flag for rural businesses.

The Hampton Estate is run by Bill and Bridget Biddell. Based off the Hog's Back, the site features farmland and woodland as well as a craft centre, community facilities, houses and offices.

Estate manager and chief executive Bill Biddell said he had thoroughly enjoyed taking the judges on a 'whistle stop tour' of the estate. He said: "We inspected our state of the art rural offices housed in former farm buildings, our craft centre at Seale, the pedigree beef herd, award-winning forestry and took in breathtaking views of the Surrey countryside from Puttenham Common.

"The tour finished by sampling Hampton Naturally Reared Produce in the form of Hampton Herby Sausages and a mug of fresh coffee at Myrtle's Courtyard our community centre.

### The Whiteley Clinic

THE Whiteley Clinic, based next to Guildford's Royal Surrey County Hospital, attracts patients from all over the UK and the world, including from the Middle East, USA, South and Central America, China and Hong Kong. Mark Whiteley performed the first keyhole surgery for varicose veins in the UK before launching the Whiteley Clinic in 2001, specialising in walk-in, walk-out surgery for the condition.

As part of The Whiteley Clinic's social responsibility policy, earlier this year it became one of the Disability Challengers Champions, supporting a charity dedicated to providing exciting and challenging play and leisure opportunities to disabled children and young people.

The clinic sponsors Guildford Rugby Club and has raised money for Help for Heroes and other local good causes.

## Judges' comment

"ramsac, under the leadership of Robert and Dan May, have established a reputation in their sector as a company that delivers high standards, successfully overcoming challenges, and at the same time fully involving their staff in the business and the local community."

*Joanne McChrystal, director of NatWest commercial banking in Surrey*

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## WINNER CBSbutler



PROVIDING specialist recruitment consultancy services to the engineering, technology and scientific sectors across the world, CBSbutler, based in Redhill, delivered record trading figures last year.

Managing director David Leyshon said: "We believe that we are a credible ambassador for Surrey business and have contributed positively to the economy through our excellent trading results and in encouraging skills for the knowledge based sector.

"We have delivered 50% increase in operating profits for the last three consecutive years and 92% of our customers are rating us better than the competition.

"We have also driven our foreign sales, having secured business in the Middle East, South East Asia and Americas, which is vital for an export-led economic recovery."

The company has achieved many awards and accolades in recent years and Mr Leyshon believes they are the employer of choice. "Through building a great workplace and congenial culture, we have achieved consistently high employee satisfaction ratings," he said.

"Staff enjoy class-leading benefits and incentives, with significant opportunities for personal development and advancement. We encourage fun through many social events and provide a multitude of awards to recognise staff contribution."

## Finalists

### Menzies LLP

ACCOUNTANTS Menzies LLP is the only company to be nominated in two categories at the Toast of Surrey Business Awards.

The century-old firm has several offices, including in Woking, Egham and Leatherhead. It has around 400 employees, of which nearly a fifth are trainees. It has also regularly collected funds for and made donations to local good causes across the area.

Tom Govan, marketing and communications director, said it was a "great honour" to have got so far.

"We have been appointed as accountants for several thousand companies in Surrey – mostly between £1 million and £50 million turnover – so are well aware of the quality of businesses serving the county," he said. The firm believes strongly in the ethos that training and motivating people to be the best at what they do will result in better quality work and more satisfied clients."

Fourteen years ago Menzies became the first accountancy firm in the UK to gain Investor In People accreditation across all of its offices and that commitment continues through to this day.

Almost 30% of the firm's staff are pursuing a professional qualification and many have enrolled on the management development programme it launched last year.

Not only is Menzies a major employer in the county, it has a long history of training both school leavers and graduates. It takes on an average of 20 accounts trainees every year.

### P&P Glass Ltd

AFTER 30 years of providing doors, windows, glass and conservatories to customers within a 25-mile radius of Guildford, P & P Glass made it to the final six in the over £5 million turnover category.

Managing director Tom Scanlan said everyone felt honoured and privileged. "Our company is a true local business that relies on word of mouth and recommendation for more than 65% of our orders and recognition in these prestigious business awards is a fantastic achievement," he said.

"In these challenging economic times, customers are rightly very careful who they choose to spend their money with. Businesses must work hard to make their products and services stand out from their competitors and a nomination in these awards is worth its weight in gold.

"Our staff training and development is outstanding. It is an integral part of P & P Glass and second to none in our sector. All installation staff are trained to NVQ level and there is a commitment to the achievement of individual potential. All staff have a desire to be the best in what they do, which is reflected by the company goals. Customer service is at the heart of our business and we train and develop our staff to listen and respond to our customers' needs."

## Judges' comment

"CBSbutler had a unique people management and development programme which is driving the business forward. They have a well articulated plan for the aspirations of the business, including how the contribution of staff underpin these plans and a great attitude towards innovative ideas from their people."

*Sancho Simmonds, director of assurance and business services, Smith & Williamson*