

Nominated Company: Enables IT Group Plc

Nomination Title: Enables IT - Reseller of the year

The last year has been by far the most successful and eventful 12 months in Enables IT Group Plc's 22 year history. As a reseller with a long term focus on sustainable growth, we have undertaken significant investment over the past year in order to assemble the foremost technical sales marketing support and operations teams and the most comprehensive portfolio of offerings to fulfil our rapidly developing client base. We have enjoyed growth over the past 3 years which averaged 34% year on year for the past 3 years. Last year Enables IT achieved revenue of £3.6million – a 30% increase from 2011.

Our fundamental values are based upon strong ethics which prioritises the overall satisfaction and well-being of our clients. We believe the only way to sustain our ambitious growth targets is by providing ethical IT solutions which deliver true business benefits to our customers, who take our advice in the knowledge that we are independent of vendor tie in obligations.

In November 2012 Enables IT Group Plc was formed through the reverse acquisition of Nexus Management plc. This merger gave Enables IT access to funding from stock market listing in addition to a global presence and significant customer base. Nexus managed service and cloud business models compliment Enables IT's networking, security and storage solutions pedigree, and this has been reflected in dramatic stock value gains from 10p/share in January, to a current market price in excess of 44p. This has provided the funding to invest in strengthening and improving our HAVEN cloud service and to pursue additional acquisitions.

HAVEN's existing US data centre has been supplemented with a second cloud facility located in central London. This investment has transformed the well-established and successful HAVEN service to fulfil a developing requirement among our customer base for a premium cloud service. HAVEN's twin data centres which are equipped with industry leading connectivity, storage, back-up and replication technology to provide the highest levels of cloud based Business Continuity and Disaster Recovery. HAVEN, which was established in 2006 and currently provides cloud services to around 200 loyal clients worldwide, is the cornerstone of Enables IT's cloud and managed services operation.

In June 2013, Enables IT Group Plc announced the strategic acquisition of the Support Force Ltd. This sizable UK based managed services organisation with a significant support resource in South Africa will significantly boost Enables IT's revenues and customer base, in addition to providing additional support resources for 24/7 coverage and around 265 active customers. The Support Force's delivered email solution supports in excess of 8300 mail boxes worldwide. Immediate plans are to roll out a unified managed email management service to these customers as part of the forthcoming Enables Office suite of managed IT services, which will be migrated to and delivered via our highly secure HAVEN cloud service.

As a customer centric organisation, our two priorities are excellence of customer service, and our technical abilities. We employ only the best staff, to invest in on-going training and development. We have built a business that combines a wealth of specialist experience in the fields of networking, storage and virtualisation beyond the current scale of Enables IT, in short we have invested to grow.

Our highly experienced and knowledgeable employees are called upon to contribute to vendor acquisition decisions. Long established internal technical focus committees meet regularly to identify and evaluate emerging technology. This is evidenced by the recruitment in the past 12 months of vendors such as Zerto, Meraki, Good, Tegile and Egnite. These market disrupting vendors provide an appealing combination with our 4 key vendors: Cisco, Microsoft, VM Ware and EMC. Our partnerships with these four technology giants have grown stronger over 2013 through our investment in further accreditations, training and marketing initiatives. Enables IT are currently hold Enterprise VMWare Certification, Premier Cisco and Microsoft accreditation, and are proud to be one of EMC's select Velocity partners. We are also cloud partners of Veeam, Zerto, Citrix, Microsoft and VM Ware.

Enables IT have complimented this year of growth and acquisition, with a considerable investment in our brand. In May 2013 we re-branded and launched a slick and highly innovative tablet optimised new website which fully communicates the group's shared values of technical excellence, customer focus and a passion for communicating our knowledge to customers. We also relocated our headquarters to a state-of-the-art 6,000 sq foot purpose built facility in Leatherhead. This impressive building is home to our growing managed services and technical teams, providing a convivial venue to meet clients.

In summary, 2013 has seen Enables IT more than treble in size, with predicted revenues due to grow in proportion to this. We have enjoyed a 98% customer retention rate in 2013, with 176 customers being brought into the business through acquisition. In addition to this our business has also enjoyed substantial organic growth, with over 20 new clients having been signed up in the year to date. In addition 2013 has seen Enables IT's key clients expand their involvement with the company by adopting the new services that we offer. The largest of these projects has been a multi-million pound relocation of a critical strategic data centre for the world's largest and most prestigious health care organisation. This six month project has been meticulously planned to eliminate disruption to this highly sensitive and valuable business, and will deliver the benefits of a fully refreshed network and data centre which delivers the highest possible performance, availability and data security to our client.

Why nominee should win

- Exponential Growth and rapid customer acquisition through recommendation and referral
- Customer centric approach evidenced by customer relationships of 15+ years
- Technology/Vendor agnostic: only we recommend the right solution for the client's needs
- Innovative approach to IT – we are always searching for market disrupting technology to give ourselves and our customers the edge
- Investors in staff: we believe happy, fulfilled and highly trained employees lead to satisfied customers