



This new, regular section of The Business Magazine will highlight companies in the region that are making particularly noteworthy progress in their respective fields

Solsis – headed straight for the top

Solsis, the Bracknell-based ICT solutions provider, aims to be the best in the Thames Valley region – and it has a string of awards to prove it.

Earlier this year it continued its growth by signing a deal to transfer the customer base of Comtech Networks, along with key personnel from the Witney firm's management and service delivery teams.

"The successful conclusion of this deal marks a landmark for Solsis and reinforces the business' commitment to establishing Solsis as the region's leading ICT solution provider," said managing director Graham Stead. "Solsis will continue to pursue aggressive growth targets with a plan that combines organic growth with acquisition as and when the right companies and/or opportunities are identified."

Sales director Graham Bromham added: "There is huge synergy between the two businesses and the services that we offer. Solsis offers Comtech customers the benefits of much larger capacity in terms of technical support and administrative services, all of which will help to enhance the service we are able to provide."

The move to Bracknell has been to support its recent level of growth. Solsis has just moved from its previous office in Lower Earley to larger

premises which quadruples its office space.

Stead said: "March has been an exciting month for Solsis – we moved premises at the start of the month as well as winning the prestigious SEEDA High Growth Business Award. More offices throughout the UK are also on the cards, starting in the south, including London."

One of the latest contracts involves the high profile Hard Rock Café group. Solsis is providing project management and installation of the café's new EPOS systems across the UK and Europe; the rollout includes 120 TFT monitors, 200 EPOS workstations, data cabling and electrics covering a total of 14 sites.

"The key requirement from the Hard Rock Café was for Solsis to be able to use the same project team for all sites, a criteria that Solsis was able and happy to fulfill," said Solsis. "The first of the sites was completed on March 31 on schedule, with no downtime, making the Hard Rock Café a very happy Solsis customer."

Since incorporation in 1996 Solsis has twice appeared in the Sunday Times Top 100 Fastest Growing UK companies, won prestigious awards for its solutions that have been deployed worldwide, and in 2005 and 2006 was listed in The Top 250 UK ICT resellers by Channel Business

Magazine and independent research organisation IT Europa.

In November it was named a finalist for two of the Thames Valley Business Magazine Awards after being shortlisted for both the Regus Small Business Award (coming second) and in the Innovation section (highly commended). "The awards reflect the hard work of our entire team and their emphasis on customer service, which we will endeavour to build on and excel at in the years to come," said Solsis.

And the awards have not stopped there. It has followed up by winning the Business Growth category in the South East Business Award which are managed by SEEDA, the region's Development Agency.

Jeff Alexander, chair of the Awards and SEEDA executive director for Global Competitiveness, commented: "The judges have recognised their expertise and record in the area of company growth. The excellence demonstrated by Solsis will help other businesses around the region to consider implementing best practice and therefore drive business success throughout the region."

Details: www.solsis.co.uk

High pressure equipment studies peak at easyLab

A company based in the Science & Technology Centre at the University of Reading is at the forefront of research in high-pressure equipment.

"With the temperature and field variables well under control, it is now the turn of commercial high-pressure equipment to become a viable, reliable and cost-effective option for researchers involved in high pressure studies around the world," says easyLab Technologies. "Increasingly, experimentalists in a wide range of disciplines covering physical sciences, optoelectronics, geophysics, protein science and vaccine production, food processing, and polymer science are finding it necessary to bring the pressure variable into their field of study. easyLab is at the forefront of the industry response to that need."

The company has extensive, high-quality and fast-responding engineering capabilities, and is continuously developing and improving its designs. For instance, its Diacell Diamond Anvil Cells are based on more than 25 years of research and commercial experience, and its systems have been installed and are used all around the world – testimonial to its expertise and its customer commitment.

One of easyLab's most recent successes has been the signing of a licence agreement with Max Planck Innovation, the technology transfer agency of the Max Planck Society. "An EDM driller is an essential instrument in high pressure research. It allows researchers that use diamond anvils cells to drill the necessary holes in the gaskets in order to accommodate the samples, explained the company." Through this agreement easyLab will bring to market an EDM driller with vastly superior technology and ease of use to what is currently available.

easyLab director Dr Christophe Thessieu said: "We have been looking into offering a gasket driller to our customers for some time, but we wanted to make sure that we would bring to market a real step forward when compared to existing products. We are more than confident that the Boehler-Driller is exactly what we wanted. Holes of very high accuracy can be drilled in any type of conductive gaskets, even in the hardest metallic gaskets, in just a couple of minutes without any trade-offs for the experiment."

The contract follows easyLab's introduction last autumn of a new diamond anvil cell for micro-

spectroscopy measurements at low temperatures. Director Dr Marcio Siqueira said: "The Diacell CryoDAC-ST reinforces easyLab as the true innovators in this market. We will continue to develop new products to enable our customers easy access to pressure as an experimental parameter."

Since it started in 2004 the company has already made two acquisitions and established an international distribution network which includes partners such as Oxford Instruments, Quantum Design and LOT Oriel. All of which helped easyLab to be chosen as a finalist in the International Trade and Innovation categories of the recent South East Business Awards. These are managed by the South East England Development Agency and aim to highlight companies that have demonstrated they are making a powerful business contribution to the region.

"It shows that it pays dividends to think as a big company – even when you are a relatively small company – by implementing best practice processes that enable growing the business in a solid way," said Siqueira.

Details: www.easylab.co.uk