



Case in Point

Young entrepreneurs of the year 2007 Infosec

Entrepreneurs of the Year

IT Security reseller Infosec's Pete Sherwood & Steve Malone recently won the Young Entrepreneurs of the Year award at the Basingstoke Business Awards INSPIRE 07. Their previous company they worked for was taken over in 2005, but customer service seemed low on the agenda, so Pete Sherwood and business colleague, Steve Malone, decided to set up their own business.

Turnover £1m +

Infosec was launched in 2005 and is already turning over in excess of £1m. Their goal was to become a reputable IT Security reseller providing excellent levels of customer service. They employ a dedicated team of technical staff who are highly skilled in taking their security products and shaping them to fit business' individual needs.

Whether it's a simple firewall upgrade or a complex new infrastructure, trained and vendor-certified staff will work with businesses to ensure a successful implementation. Their business is growing from strength to strength and in addition to building a good team around them, they have embraced the support and free advice of Business Link in many ways.

Business Link

Pete added, 'Business Link adviser Richard Nash has provided tremendous support and advice and that includes attending an industry best practices seminar on setting employee sales targets. This model has been adopted and is working well.'

Networking for new business

We have also attended several Networking seminars, and events on HR, legal and marketing. All of which has helped us in the local community and enabled us to find potential customers with other small businesses.'

Richard adds, 'Steve and Pete have built their business on good planning and establishing an effective team around them. They have always focused on meeting, and indeed exceeding, the needs and expectations of their customers -

always a good ingredient for success!

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

For more information call 0845 600 9 006
or visit www.businesslink.gov.uk/southeast





Case in Point

Young entrepreneurs of the year 2007

Business Link Adviser Richard Nash adds

'Steve and Pete have built their business on good planning and establishing an effective team around them. They have always focused on meeting, and indeed exceeding, the needs and expectations of their customers -

always a good ingredient for success! As their local Business Link adviser I have been delighted to work with them in growing their business and helping them achieve the success they have.'

www.infotechnologies.com

Company overview

Established in: 1992

Sector: IT Services

No. of employees: 7

Turnover: £1,300,000

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

For more information call 0845 600 9 006
or visit www.businesslink.gov.uk/southeast

