

Isosceles help Solsis give peace of mind

At Solsis their aspirations are clear; to be the Thames Valley's leading provider of IT technology solutions.

Since incorporation in 1996, they have: twice appeared in the Sunday Times Fastest Growing Top 100 companies (TechTrack 100); appeared in the Top 250 UK ITC resellers for last four years; won 2008 South East Business Awards for Growth; came second in 2007 Business Magazine Small Business Award.

The Requirement

Solsis' original business model was as a hardware reseller and installer, but in response to the changing IT landscape Solsis took the decision to evolve the business into an IT services and solutions provider.

This transition, however, is not as easy as it sounds! Solsis' chosen marketplace is particularly challenging. There are conflicting pressures with IT Directors on one hand actively looking to reduce discretionary spend, but on the other looking at IT outsourcing as a means to saving money.

The challenge for the Solsis Board is to monitor how these conflicting pressures are affecting the performance of the business, changing and adapting the sales strategy to best take advantage of the opportunities.

In order to do this the Board needed input from an experienced Finance Director.

Why Isosceles?

As Solsis did not need a Finance Director full time, they took a leaf out of their own book and outsourced this role to Isosceles.

Isosceles were introduced to Solsis in early 2007 by John Cavill, a high business growth coach working with SEEDA.

Both companies share a common drive and philosophy - to build market leading companies with excellent customer service. This meant that culturally Isosceles were a good fit and could get up to speed quickly.

Isosceles understand the unique needs of a growing technology company. They have part-time and interim finance directors with the confidence and experience required to become a fully participating member of a client's board.



The Service

Since mid-2007 Isosceles have provided a part-time FD who is a fully participating member of the Solsis Board.

The Results

Isosceles have helped Solsis through this challenging period, supporting their growth into a leading provider of IT services and solutions in the Thames Valley.

Solsis now work as "virtual IT Directors" on behalf of their clients, providing recommendations upon the implementation and use of technology in line with a client's individual business plan.

Isosceles have supported Solsis through their office move to Bracknell and helped to structure the finance correctly. They also provided due diligence support for Solsis' acquisition of Comtech Networks.

"I trust Isosceles with one of the most fundamental parts of my business. I have complete confidence in all their staff; they have never let me down." Graham Stead, MD Solsis