

## TSG takeover pays dividends with £5m BT deal

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**FAST-GROWING North East technology business TSG said yesterday it was beginning to reap the benefits of its takeover of fellow local IT firm Croft Technology after winning a contract worth more than £5m.**

Croft - now rebranded TSG Enterprise Solutions - has been chosen by BT Business as its IT partner to install and service the UK's biggest private television network.

The Newcastle firm will work with BT Business for at least three years on the Life Channel, which will see information broadcast to seven million viewers a month in schools and doctors' surgeries across the UK. Phil Renton, managing director of TSG Enterprise Solutions, pictured, said: "The Life Channel has a valuable role to play in the community in both areas of health and education and we are excited to be involved in this innovative project. The deal with BT and CAN Media is a fantastic endorsement of the skills and expertise of this business.

"There are exciting times ahead for TSG Enterprise Solutions and a contract of this size is a great springboard for the launch of the new division and we hope it is the first of many similar national projects."

The Life Channel, which is produced by CAN Media, is widely used by local government agencies to showcase and promote health and educational messages and initiatives. Research has revealed that television broadcasts are more effective at conveying healthcare messages than posters and leaflets.

TSG Enterprise Solutions and BT Business will put the new service in over 5,000 schools and 4,000 GP surgeries across the UK. BT will be providing broadband, PCs and up to four large panel TV screens at each site.

Croft became Newcastle-based TSG's 23rd acquisition a month ago. The seven-year-old IT support business, which was launched by Tyneside software tycoon Graham Wylie, believes the purchase will boost its turnover by around £37m a year.

TSG wanted to acquire Croft, and its 90 staff, because of its specialist IT skills which include network design, network installations, business continuity and disaster recovery.

Croft had offices and a growing business in Hertfordshire which helps TSG's ambitions to expand across the UK and especially further into the South East.

TSG chief executive David Stonehouse said at the time of the takeover: "The launch of TSG Enterprise Solutions through the national coverage and wide skill set of Croft Technology staff will truly enable us to be a one-stop IT service for our clients, covering all of their IT, cabling and telecommunication requirements.

"They have a national set up already and the skill sets they have got are what we think a lot of our customers will need."