



## **BSG Raising IBM Profile**

**LONDON, 18<sup>th</sup> January 2006 – Business Systems Group (BSG)**, today strengthened its position in the managed services, infrastructure and application solutions marketplace with the announcement that the company has increased the investment in its existing IBM partnership by creating a dedicated IBM sales, pre-sales and technical delivery team. The move strengthens BSG's managed services portfolio enabling it to offer customers a fully managed service, designing, deploying and operating best of breed solutions working with all major hardware and software technology vendors. The new team will be led by Neil Cornish who has over 20 years' IBM experience within the European IT industry.

“The investment made by BSG in assembling this new dedicated team demonstrates our commitment to design, deploy and operate best of breed managed services, infrastructure and application solutions using the latest IBM technology” said Nick Gerard, BSG CEO. “We are especially lucky to have someone of the calibre of Neil Cornish joining us to run the team, enabling us to leverage the many years of IBM channel sales experience he brings to the company.”

BSG, already an IBM Advanced Business Partner, specialises in providing support and skills around both data centre and distributed architectures based on pSeries, xSeries and IBM TotalStorage technologies. Now BSG can offer extended development capabilities in AIX, Linux and Microsoft environments operated on IBM hardware. BSG provides an end to end solution

including technical support via its call centre and a fully hosted managed service which meets the standards required by BS7799.

END

### **Note to Editors**

Business Systems Group (BSG): [www.bsg.co.uk](http://www.bsg.co.uk)

BSG designs, deploys and operates all or part of its clients' business operations. BSG achieves this through specialist sector knowledge, which delivers quantifiable business benefit to its clients and their customers.

Since 1987, BSG has developed its capabilities to deliver end-to-end solutions. These range from the design and deployment of all or part of a client's technical infrastructure to the operation of on-going system management, 24x7 support and education services. BSG also offers high value consultancy services including the design and integration of multi-channel solutions and new applications.

Our client solutions have enabled companies like Nissan / Renault, Egg, Smile, Legal and General, Mapeley, Merrill Lynch, Amnesty International and George Wimpey to become more efficient, reduce costs and to deliver a more effective service to their customers and members.

BSG partnerships and accreditations include: BS7799 Certification, ISO 9001 Accreditation, Office of Government Commerce (OGC) Supplier, IBM Advanced Business Partner, HP - Enterprise Solutions Delivery Partner and Authorised Business Solutions Partner, Microsoft Gold Certified Partner, Sun Datacentre Speciality Partner, Sun Service Manager, Sun Application Provider Resource Centre Provider, Cisco Premier Partner, Citrix Silver CSN Partner, Novell Silver Partner and Oracle Member Partner.

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