



BSG/PR/02

### **BSG launches Managed Services roadmap**

**30 May 2006** - Business Systems Group (BSG), a leading provider of IT business solutions, today announced the launch of its Managed Services business, including its new Managed Services Roadmap. The Roadmap allows BSG to work with clients to identify the areas in which a business can remove the unnecessary tasks that distract internal staff from core business operations and tailor a managed services solution to meet the needs of that particular client.

The Roadmap is built around a short consultative exercise that examines where an organisation currently stands with regards to its investment in and use of IT and then 'maps' out where it is heading in relation to BSG's IT maturity blueprint.

BSG's consultation process provides each business with a plan that identifies which parts of the IT environment either act as a cost centre or contribute to maintaining and improving the company's competitive advantage. The objective of the Managed Services Roadmap is to isolate the commodity elements of an IT infrastructure and deal with these as a potential managed service, whilst directing internal resource and effort towards those elements that are strategic and add demonstrable value to the business.

Simon Ratcliffe, head of Managed Services at BSG, comments:

"Many businesses have invested in multi-vendor technology for many years and now have a myriad of systems in place that are often difficult and expensive to manage. Consequently these businesses invest significant amounts of money in managing these systems, many of which are commodity systems, and struggle to free resource and effort to develop the key systems that deliver competitive advantage to their business. Our approach is to take on the management of the standard systems, such as email, storage and backup, using our economies of scale to deliver a service level based solution at a per user cost that is often cheaper than in house resources"

“The Managed Services Roadmap is an exercise designed to allow organisations to quickly and easily identify the commodity elements of their systems and those that truly add business benefit and then to understand the cost and service level implications of using a managed service for parts of their environment”.

“Our ultimate objective is to help companies achieve a situation where their IT systems are regarded as a strategic asset to the business and able to react to business demands dynamically by removing the “noise” that comes from having to constantly manage the basic elements that add little value but, should they fail, can impact a business significantly”.

BSG’s Managed Services encompass 24x7 IT maintenance and support, WAN management, application management, business continuity and disaster recovery, managed hosting (using BSG’s own data centres), comprehensive training and full use of service desk facilities.

## **ENDS**

### **About BSG**

Since 1987, Business Systems Group (BSG) has developed its capabilities, experience and expertise to design, deploy and operate all or part of its clients' IT infrastructure and applications. BSG has been a PostX integration partner for 3 years

BSG provides its clients with choice in terms of what extent their infrastructure and applications are delivered as a managed service.

BSG client solutions have enabled companies like Nissan / Renault, Egg, Smile, Amnesty International, Charles Stanley and Morgan Sindall to become more efficient, reduce costs and to deliver a more effective service to their customers and members.

Business Systems Group Holdings plc is a public company based in the City of London. The company was floated in July 2000 and is quoted on AIM.

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