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UniTech looks to high life beyond the comfort zone

[Sunday Herald, The](#) , [Nov 19, 2000](#) by [Darran Gardner](#)

CHANGE is clearly an important motivator at UniTech. The loss of long-term contracts for clients such as BP and Scottish Hydro- Electric (the result of structural changes after corporate takeovers), has helped motivate Gibbons and Ian to pursue a more aggressive growth strategy. This strategy, if successful, says Gibbons, could see the injection of further venture capital money to ensure the company expands with its client base.

Using new tools "to do the old job of business", says Gibbons, UniTech is well placed for growth. As a Microsoft accredited solutions provider, and Scotland's only Allaire Corporations Premier partner, the company's scalable systems crucially run best-of-breed software from industry giants such as Sun and Oracle - a fact that offers power and reliability to all clients, whatever their size.

The quality of the company's small technical team - many of whom have unusually remained with Unitech since it was founded - is another way of adding value to services, says Gibbons. With shortages of skilled IT staff now hitting most industry sectors, he argues that offering a challenging and fulfilling working environment remains the best way to attract talented individuals, rather than simply "paying through the nose".

A joint venture with a software house in Delhi, India, to develop a shrink-wrapped security product that will allow internet service providers to monitor and hold a record of all data on their network - in line with new government legislation - should also be completed next year as the company looks for innovative ways to achieve rapid UK and international growth.

"UniTech is going to be able to deliver services based on our products and tailor the format to smaller businesses or multinationals. We have even completed one US job entirely through e- mail. So we are now aiming for some big contracts, and we certainly hope to attract international clients."

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