

Intelligent IT

ICT solutions company, Piran Technologies, has doubled its turnover in the past year and is showing no signs of slowing down.

Overview

Set up in 2004, Piran Technology is the brainchild of Mark Wright and Daniel Pugh, both IT technical specialists with 15 years of experience. Having worked for a leading Cornish-based company for eight years, Mark found himself travelling for long periods of time, at the same time as starting a family. After a while he took the decision that he wanted to spend more time at home, so made the move to a local IT support consultancy. Mark was responsible for rebuilding the firm's expertise and driving forward recruitment. However in the process it quickly became apparent that with his skills set there was a great business opportunity to be had and he decided to set up his own business.

Mark explains "We wanted to ensure when setting up our own business, that quality, skills and excellence were integral throughout. We believe these values are essential. ICT is a competitive market place so we researched where we could really add value for our customers."

As a result, Piran Technologies prides itself on being the only business south of Bristol with Cisco Premier Partnership and Microsoft Gold Partnership accreditation, quite a feat for small company. The business has invested significantly in staff training, ensuring the company is able to offer its clients access to a range of expertise. Not only that, being one of the UK's 48 Cisco Premier Partners means they are part of an elite club that can provide IT solutions to leading blue chip companies in the UK.

Piran can deliver a wide range of services including: hardware and software procurement, implementation of computer systems and networks, enterprise services including consultation, IT support services, remote and mobile solutions and data security.

Clients

Piran has a range of clients from the international, such as; iGlobal Media, the holding company of on-line gambling sites such as partypoker.com; Green Light Marketing, a leading London based search engine optimisation company; Nisbets, an International Catering Supplier - to Cornish clients including; Talling Construction, infoTeam International and Contract Sign Systems.

Employees

In two years, the business now boasts eight members of staff. Their skills include a very high level of competence in Cisco telephony, wireless, security and networking solutions, as well as all aspects of the Microsoft suite of operating systems and Office products.

Networks

Piran Technologies has also utilised the Cornish networks that are available. The Cornwall Chamber of Commerce and the Last Friday Club have been particularly useful outlets to market its business.



Through an additional accreditation with Cisco its qualified to design, install & support cutting edge VoIP (voice over IP) telephone networks - enabling its clients to reap the benefits of the next generation of unified communication solutions. Finally, as part of its environmental commitment, the business has also launched an environmental computing initiative to help businesses achieve "Greener Computing."

As a result of the company's speedy expansion, the business rapidly outgrew its Truro base and has recently made the move to Barncoose Industrial Estate, Redruth, which allows for further growth in the future.

Cornwall has proven to be the ideal business location. When the business started out, the close knit business community provided an ideal platform to support and launch the business. Both in and out of county, a significant amount of Piran's business is secured through referral. The company's optimistic as to what the future holds as it embarks for the first time on a marketing campaign.

Mark explains: "The tide is turning. When we started out there was an unfounded scepticism from out of county companies with regards to using a Cornish IT company. However, when we meet and work with these companies, any concerns are abated as the quality of our work speaks for itself."

To ensure the business maintains its position as one of the leading IT companies in the county, Piran has continued to focus on training its staff and achieving internationally recognised accreditation. This has included aspects of their business not strictly associated with their core offering of IT expertise, such as quality management procedures and as such have secured BSI's ISO9001.

Going green

Piran's distinctiveness and innovative approach to business can also be defined by its commitment to the environment. Working with Envison, the South West's government-subsidised environmental support organisation, Piran Technologies has identified where energy savings can be made, helping to minimise its carbon footprint, whilst working more efficiently. The business has a ISO14001 environmental management system and has currently applied for accreditation from BSI. Mark adds: "We take the environment seriously and felt we were well placed to explore and implement our commitment to being a sustainable business. It also makes perfect financial sense".

