

Making all the right connections

Microcomms are a growing communications business with a national client portfolio. Managing Director Simon Murley has extensively developed the company's product range from its core business as interface and cable provider to incorporate full IT infrastructure and communications services delivered to a wide range of businesses.

This diversity of services provided by Microcomms, including wireless communications, network based security and audio-visual solutions has resulted in a rise of their profits by 700% in the last four years. Their annual turnover has now reached nearly one million pounds, with the network installations division making up over 60% of their business.

Workforce

Microcomms currently has 23 employees, but plans to take on more people as the company expands. They recruit all their staff locally, and have always found it easy to attract the skills base they need in Cornwall.



Clients

The company boasts a variety of prestigious national and global clients, such as Motorola, Viglen Schools and Longleat Safari Park. Microcomms clients are drawn across a wide range of industries including education, agriculture and tourism. Recent local projects have included provision of Broadband Solutions in conjunction with the Cornwall Broadband Partnership and in support of actnow C rollout, as well as designing and installing network solutions for the Eden Project.

Technology

Microcomms has also recently been involved in a number of research and development projects. One of which was to develop a Bilge Watch sensor for the RNLI. This was so successful it derived a new product for the marine security sector that sends up to six people a text message to mobile phones alerting owners of any problems with their ocean craft - for example if it's leaking or has been broken into.

Aside from the obvious lifestyle benefits of being based in Cornwall, Managing Director Simon Murley explains why he also believes it to be a positive business choice:

"It's not just about the surf - Cornwall is full of forward-thinking organisations. It makes it a great place to start a business or relocate to."