

Trustmarque Solutions Appoints New CEO

Submitted by: C8 Consulting

Tuesday, 17 February 2009

- Trustmarque names Scott Haddow as new CEO to meet the company's ambitious growth targets and to increase profitability

Trustmarque Solutions, the software licensing expert, has today announced that the Board of Directors have appointed Scott Haddow as the company's Chief Executive Officer (CEO) effective 12th February 2009.

Haddow has an outstanding track record in sales and operational excellence, gained through over 10 years experience working in the IT services sector and is therefore an ideal choice for the Trustmarque post. Scott joins Trustmarque from New Horizons Computer Learning Centres, the world's largest IT training business, where he: increased margins by over 40 percent, completed a smooth running acquisition and integration process, as well as implemented successful changes to the company's business model. Scott has a firm focus on the bottom line and has an impressive record of boosting revenues throughout his career, a trend he is set to continue at Trustmarque.

Trustmarque Solutions posted a very strong financial year in November, announcing Profit Before Tax of £4.68m representing a 12 percent growth in previous year. Trustmarque Solutions is one of the largest software licensing companies in the UK. It helps organisations to manage the lifecycle of their software assets in the most cost effective way, while addressing the various threats and risks to the business. Trustmarque are specialists in all facets of software management from licensing to Software Asset Management (SAM), through to compliance, security and Information Assurance, policies and procedures and best practice.

Scott Haddow, CEO for Trustmarque, comments: "We know that IT departments everywhere are being challenged with reducing operating costs, while simultaneously increasing operational efficiency. Trustmarque helps companies to implement best of breed solutions that are provisioned in the best possible way, helping to de-risk projects, making businesses more agile, reducing costs and allowing organisations to meet their software management challenges. Effectively Trustmarque enables your business to do more with less, so it is a very relevant offering for today's market."

Prior to his role at New Horizons, Scott was Managing Director for infrastructure services provider, Computacenter PLC (UK), in Scotland, where he worked for eight years. Highlights during this period included: increasing revenues for the company by 18 percent and net margin by 22 percent throughout his time as Managing Director, as well as being instrumental in increasing revenues by 70 percent during his time as Client Director Scotland, and by 40 percent as a Senior Account Manager. Additionally, before starting at Computacenter he grew revenues at Thus PLC (formerly Scottish Telecom) from £250k pa to £3m. He has been awarded numerous performance awards and accolades throughout his career, and has a wide experience of the IT sales and services sector, both public and private, making him the ideal selection to take Trustmarque into future profitability.

Haddow concludes: "Trustmarque Solutions has been a strong performer in the last year but no company can afford to stand still, especially in today's economic climate. My task will be to think about how

Trustmarque can improve and develop its services in order to deliver more value to its customers. There is a lot of competition in Trustmarque's industry, but someone has to be the front runner and this is where we believe Trustmarque is truly headed."

To find out more, please visit: www.trustmarquesolutions.com.

-End-

About Trustmarque Solutions

Established in 1987, Trustmarque is one of the largest software licensing companies in the UK. A specialist software licensing consultancy, Trustmarque provides expert advice to all kinds of organisations to help its customers buy the right licences for their business in the most cost efficient way. In particular Trustmarque has a stronghold in Public Sector, the NHS and a wide range of Corporate accounts. Trustmarque is a Microsoft Large Account Reseller (LAR) and has Microsoft Gold Certified Partner status.

Trustmarque Solutions has worked with The CarbonNeutral Company (formerly Future Forests) leaders in the field of carbon management and climate change solutions to become a CarbonNeutral® company.

For more information on Trustmarque please visit the website at: www.trustmarque.com. Alternatively, please call 0845 2101 500 or email info@trustmarque.com.

For further information:

Paula Elliott
C8 Consulting Ltd for Trustmarque
+44 (0) 118 9001132
paula@c8consulting.co.uk