

Trustmarque to Provide Services in G-Cloud Framework

Submitted by: C8 Consulting

Monday, 20 February 2012

Trustmarque selected as a supplier in the first ICT marketplace for the UK public sector

York, UK, 20th February 2012 – Infrastructure and software solutions Value Added Reseller, Trustmarque, announced today that it will provide services to the public sector under the government's G-Cloud Framework. Trustmarque will provide six distinct service propositions over three lots: Infrastructure as a Service, Software as a Service and Specialist Cloud Services.

The G-Cloud framework is fundamental to the Government's drive to adopt cloud services in the public sector. G-Cloud underpins a 'pay-as-you-go' approach to IT services, allowing the purchase of systems on a usage basis, rather than necessitating new systems development or increasingly expensive support of legacy solutions. Trustmarque's services will be available via the Government's CloudStore site, where the catalogue of G-Cloud services and suppliers will be hosted. Public sector buyers will be able to procure on-demand services through the CloudStore, such as email, systems hosting, back-up, storage and security tools.

Angelo Di Ventura, Group Sales and Marketing Director for Trustmarque comments: "G-Cloud gives the public sector access to more innovative and cost saving technologies. With our recent investment in Cloud technology through the acquisition of Nimbus Technology Systems, we are in an excellent position to service the public sector in these areas. We have been delivering these cloud based services commercially for a considerable period of time and are pleased to be able to offer the same wealth of expertise to the public sector."

He added: "G-Cloud is a welcome development in public sector procurement, as it levels the playing field for SMEs wishing to provide services to the public sector and will also deliver demonstrable cost savings. Trustmarque wholeheartedly supports this flexible approach to public sector procurement; G-Cloud is far more open and accessible than previous frameworks and will deliver far better value to public sector buyers."

Trustmarque will provide its cloud services through the platform it acquired when purchasing Nimbus Technology systems in May 2011. Di Ventura comments: "Our acquisition of Nimbus was driven by our desire to widen our service offerings and provide our customers with a mature and reliable cloud-based proposition. Our success within the G-Cloud framework reinforces our investment in these services."

The six G-Cloud services that Trustmarque will provide are:

- Nimbus Remote, Online and Managed Backup Service – a cloud based backup and disaster recovery service which replaces legacy manual and out-dated backup procedures
- Nimbus Endpoint Encryption Managed Service – a managed cloud service which delivers McAfee Endpoint Encryption for client laptops and PDAs
- Nimbus Enterprise Mobility Managed Service – a scalable service enabling enterprises to offer their employees mobile device choice and ownership while delivering simple and secure access to corporate applications

- Nimbus Managed 2 Factor Authentication – increases the data security of an organisation by providing scalable and flexible two-factor authentication
- Trustmarque Specialist Cloud Consultancy Services– allows Trustmarque’s business and technical cloud experts to analyse clients’ business needs and define the right strategy to take advantage of emerging platforms
- Nimbus Enterprise vCloud – provides organisations with on-demand computing resource that can be directed to meet changing needs and allow customers to retain full control of their data and applications.

The initial G-Cloud framework will operate for six months and is divided into four lots: infrastructure as a service, platform as a service, software as a service and specialist cloud services. This allows the government to avoid duplication of non-sharable services and use what it wants, when it wants it.

This significant win for Trustmarque comes on the back of the most successful year of the company’s 24 year history. Financial results for FY2010/2011 saw a 176 percent increase in revenue and a 164 percent rise in gross profits. It also won the CRN Services Provider of the Year, acquired Nimbus Technology Systems, increased its headcount from 118 to 170 and moved offices to accommodate its growing team.

- ENDS -

About Trustmarque

Trustmarque is a market-leading Value Added Reseller and provider of technology services and solutions to UK private and public sector organisations. Trustmarque has been a trusted advisor to customers on issues relating to technology for over 24 years, helping companies to make sense of their complex IT environments by unlocking the value of technology, improving efficiencies and reducing costs. Trustmarque holds ISO9001/2000, ISO14001, OHSAS18001 and ISO27001 certifications, is OGC accredited and has achieved the Investors in People standard. In addition Trustmarque’s employees are ITIL and PRINCE2 qualified.

Trustmarque has also 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 about Trustmarque visit www.trustmarque.com, call 0845 2101 500, or email: info@trustmarque.com.

Media Information:

Michelle Allison
C8 Consulting Ltd
01189 001132
michelle@c8consulting.co.uk