

# BCS Ltd Announces 23 Percent Increase In Turnover

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Business Continuity Services Ltd has also been listed by a Leading Analyst Firm as a “Cool Vendor” in ITAM for 2012

Ayr, Scotland, 26th June 2012- Business Continuity Services (BCS) Ltd, a trusted global provider of Software Asset Management (SAM) solutions and services, today announced it has increased turnover by 23 percent on its previous financial year, and its actual sales achieved from April 2011 to March 2012 was 110 percent of target.

Andy Fisher, New Business Development Director for BCS explains that business has been extremely good despite the recessionary climate and that BCS has continued to not only hit, but exceed all of its goals: “Even though our sales targets were increased by 25 percent in this financial year compared with last, we still beat all our numbers for the second consecutive year. We have had a phenomenal year and we are delighted with our results, we’ve seen customers like Shop Direct sign up for more services with us and other customers like Provident Financial who can actually calculate the cost savings we are making for them. In today’s tough environment, every penny counts and our services are helping companies around the world save millions of pounds – which is why I believe we are seeing such traction in the market.”

Additionally, BCS Ltd has recently been recognised for its innovative approach to utilising IT Asset Management (ITAM) data by being named a Gartner “Cool Vendor” in IT Asset Management\* for 2012. BCS has put ITAM data to good use by coming up with two innovative ideas to help its customers. The first, its Global Universal Software Library (USL) Subscription Service, is a software recognition solution which enables its customers to marry up their software products and licences without duplication. The second, the Carbon Footprint Library (CFL) Service, utilises BCS’ client data to provide a baseline database of energy consumption in order to identify and improve its customers carbon footprint.

IT organisations are realising that ITAM data can be leveraged for business purposes such as budgetary planning, scenario planning, business case development, corporate and social responsibility/environmental initiatives, and broadening the stakeholder base to which information is provided

Andy Fisher continues: “Again, we are delighted to receive this accolade. We’ve always been interested in ways to utilise the data we process. We’ve been analysing client data since 1994 and the idea behind the Global USL Service was to add more value for our customers, and build on what we’ve already started so it’s really fantastic that our work’s been recognised by Gartner! To be able to offer these services to our customers for little extra cost is something BCS is very proud of, and something that sets us apart from the competition.”

BCS now handles a staggering 140,000 devices as part of its Compliance Managed Service offering and its Global Universal Software Library Subscription Service now includes around 300,000 devices worldwide and details in excess of 200,000 software products.

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## About BCS

BCS is a trusted global provider of Software Asset Management (SAM) solutions and services with over 17 years' of relevant experience. BCS also operate as the Exclusive Global Distributor for Software Organiser, a market leading software licence management tool that provides everything a customer needs to effectively control costly software assets. BCS solutions have helped customers save millions of pounds in unnecessary software licence fees and hardware maintenance costs. For further information please visit: <http://bcsltd.com/>

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