

CAE Technology Services achieve 62 percent growth in 2016/2017 financial reporting period

Submitted by: Dais Comms

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IT reseller sees turnover increase to £95.7 million up from £59.2 million in the previous financial year.

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CAE Technology Services, one of the UK's most innovative resellers of technology and technology based services, has announced business growth of over sixty percent in its last financial year with turnover of £95.7 million.

In addition, because of this growth, employee numbers have risen from 163 to 218 staff (34%), as CAE continues to refine its focus on enabling the adoption of relevant technologies and putting customers at the heart of the business.

The company now has five offices across the UK with further expansion planned in the North West of England.

Commenting on the results Justin Harling, CAE managing director said, "These impressive results are testament to the efforts of every one of our staff, our suppliers and partners. In these times of financial instability, it is easy to find excuses not to keep a business growing and moving forward; CAE has responded to these challenges with flexibility and agility and focused on core infrastructure and services. Our partnership with Cisco has seen substantial growth in the last year and the provision of managed services with such products such as Cisco One, ACI and Office 365 has also seen growth across the board."

"I am confident that our competitive positioning is stronger than it's ever been. We have made strategic investments to keep CAE moving forward with an extensive refurbishment of our Watford HQ, improved staff training, upgraded internal systems, refreshed and refocussed our brand proposition and hired more specialist staff to respond quickly and accurately to meet the needs of our growing client base. As we move into late summer and prepare to celebrate CAE's 25th birthday the company is uniquely positioned to expand and strengthen its leadership position in the UK IT reseller sector," concluded Harling

CAE Financial Highlights 2016/2017

- Turnover increased from £59.2m to £95.7m
- Turnover percentage increase 62%
- EBITDA percentage increase 70%
- FTE employee numbers increased from 163 to 218 – a 34% increase

- New office location in Brighton taking the number of offices to 5

<http://www.caeuk.com/>

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CAE Technology Services – Technology Together

Committed, Agile, Energetic, CAE Technology Services understands the delivery and culture of IT from concept to support. Recognised by the public and private sectors as the leading IT Infrastructure supplier for technical projects on any scale, CAE offers a clear vision and a secure foundation for long term strategic partnership.

Awards from manufacturers, customers and the IT industry itself, including the CISCO UK Services Partner of the Year award for both 2014 and 2015, highlight the importance we attach to customer service, technical excellence and partnership development in a rapidly changing global environment.

Manufacturer Accreditation is at the highest level as a result of applying our ethos to ourselves as well as our customers – investing in staff and infrastructure is critical to us, and the first priority of development.

CAE Technology Services work as an expert partner to integrate and apply cultural and technical solutions in a clear, precise way, focused on business outcomes and always delivering positive change to organisations of all sizes.

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