

Q3 2010 Financial Results for Quantix Highlight Managed Services Growth & Cloud Services Success

Submitted by: Quantix
Thursday, 5 August 2010

The leader in IT Managed Services and Managed Application Hosting, Quantix, continues its recent growth story into the second half of its financial year with notable Q3 results across both its P&L and contract base.

After a strong first half of the financial year, the Q3 results from Quantix- covering April to June 2010 - show a 4% year-on-year growth in gross margin. Total profit (year-to-date) is now £1.4m and Forecast Profit FY10 has risen to £2m, showing 10% year-on-year growth – despite challenging economic conditions, the majority of its budgets are set to be matched.

The highlight of the year looks to be the continued growth of Quantix's Managed Services contract base, as more and more UK organisations turn to Quantix for the support, management & hosting of their Databases (http://www.quantix-uk.com/Database_Managed_Services.aspx), Applications (http://www.quantix-uk.com/Application_Managed_Services.aspx) and Business Continuity (<http://www.quantix-uk.com/Business-Continuity.aspx>). 40% year-on-year contract growth is forecast, with an estimated 50 new service agreements agreed, while Managed Application Hosting (<http://www.quantix-uk.com/oracle-hosting.aspx>) and Cloud Services continue to be signed on a regular basis, supporting the recent investments made in its data centres, cloud-infrastructure and support staff.

Simon Goodenough, Sales & Marketing Director at Quantix, announced “We're extremely pleased that not only have we seen significant growth in turnover and profit, but that the quality of our earnings has also improved even further. Over 70% of our gross margin now comes from recurring support contracts, demonstrating our ability to not only win new business, but to satisfy, retain and expand relationships with our existing clients.”

As the financial stability and quality of service continue to impress, and the demand for its managed services continues to grow, Quantix is now aiming to expand its workforce further, gain the ISO20000 and ISO27001 accreditations and to potentially invest in further datacentres around the globe.

“The expansion of Quantix's portfolio to include Cloud-based Services is a significant factor behind our continued year-on-year growth”, explains Richard Salmon, Managing Director, “In services such as Managed Application Hosting, Database-as-a-Service and Cloud-based Disaster Recovery we have utilised years of industry knowledge and experience. Our view is that customers need not only a secure, robust hosting platform for their complex applications, but also an organisation that knows how to relentlessly support and manage those same applications. Our uniqueness lies in that we tick both boxes. “

Financial Results - Q3 FY10

- Forecast Profit FY10: £2m (10% year-on-year growth)
- Profit year-to-date: £1.4 (4% year-on-year growth)
- Gross margin: £3.7m (4% year-on-year growth)

- Quality of Earnings: 70% of margin from recurring contracts
- Contract Base: £7m (40% year-on-year growth)
- Contract Wins FY10: 35

About Quantix

Quantix, one of the UK's leading IT Managed Services and Solution providers, specialise in the delivery of Enterprise Applications Support, Managed Cloud Services and High-Performance IT Security and Server Infrastructure solutions. A top tier partner with Oracle, Microsoft, Juniper, VMware and NetApp, with a leading UK-based Cloud platform, Quantix is unique in offering flexible managed services that range from round-the-clock remote DBA and application support through to cloud-based DR, application hosting and software-as-a-service.

With offices in Nottingham and London and multiple UK-based data centres, Quantix employs over 50 certified consultants, support staff and account managers, and currently provides services to 500 clients across all industries and vertical sectors.

0115 983 6200
enquiries@quantix-uk.com