

Quantix FY10 Financial Results Highlight Managed Services & Cloud Services Success

Submitted by: Quantix

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Quantix (<http://www.quantix-uk.com>), the UK's premier provider of Application Managed Services (http://www.quantix-uk.com/Application_Managed_Services.aspx), Managed Cloud Services (http://www.quantix-uk.com/Managed_Cloud_Services.aspx) and Infrastructure Solutions (http://www.quantix-uk.com/Database_Technology1.aspx) to Enterprises, Value Added Resellers (VARs) and Independent Software Vendors (ISVs) has released its financial results for 2010.

The annual results, covering October 2009 to September 2010 show a 40% growth in recurring revenues and contract base, record profits of £2m and continued excellent cash generation, highlighting the success of its Managed Services focus and positioning Quantix as one of the UK's premier Cloud Managed Service Providers (http://www.quantix-uk.com/Managed_Cloud_Services.aspx).

Not only have profits grown for the 8th year in a row, Quantix (<http://www.quantix-uk.com>) has also continued to invest in its infrastructure, its people and its service delivery, quickly becoming the acknowledged UK leader of Managed Cloud & Hosting Services for Oracle.

Significant further investment in its UK datacentres has seen Quantix take the lead in the provision of a Cloud platform for Complex Applications, with VAR's and ISVs, as well as UK Enterprises, using the OraCloud (<http://www.oracloud.co.uk>) platform as a cost effective, efficient and secure way of SaaS enabling their applications and driving profit growth - an area which is predicted to grow exponentially over the next few years.

"As organisations focus on their critical applications, they are turning to proven experts", explains Dick Salmon, Managing Director at Quantix, "Alongside the significant growth of our contract base, profits and regular new business wins throughout the year, we have continued to invest in our people, service delivery and infrastructure and will consequently add the ISO:20000/ITIL accreditation to our ISO:9001 quality accreditation in early 2011 - we are extremely pleased about this and many of our clients have already seen the benefits. Additionally, we will announce in February 2011, that we have met the rigorous new criteria for attaining the Oracle Platinum Partner Specialized accreditation – this will set us apart from 99% of Oracle partners in EMEA."

With a contract base now worth over £7.5m, including £1.25m of Cloud contracts, Quantix has over 3000 database instances supported through the Application Managed Services Practice and over 2500 users on its Cloud platform covering Managed Application Hosting (<http://www.oracloud.co.uk>), Offsite DR (<http://www.cloud-dr.com>), SaaS (<http://www.quantix-uk.com/SaaS.aspx>) and Managed Messaging Services (<http://www.exchangecloud.co.uk>).

Cash balance at the yearend stood at over £2.3m, with 50 new Managed Service contract wins and 20 Managed Cloud contract wins during 2010. In addition to the triumphs of its Cloud services, Quantix has also seen continued growth in Oracle (http://www.quantix-uk.com/Oracle_Consulting.aspx) and SQL Server consulting (<http://www.quantix-uk.com/SQL-Server-Consulting.aspx>) despite economic slowdown.

Simon Goodenough, Sales & Marketing Director, added "Much of our continued success is down to the expertise and dedication of our commercial and technical teams here. Our unmatched technical capabilities and understanding of the marketplace means we provide our customers with the very best solutions, implemented to meet their exact needs and highest possible standards of service."

Summary of FY2010 Results:

FY10 Profit: £2m EBITDA

Cash balances at year end: £2.3m

Contract base: £7.5m (£1.25m in cloud contracts) - growth of 40%

50 managed service contract wins

20 managed cloud contract wins

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