



Vail Williams LLP Outsource IT Services to BSG in Five Year £2m Deal

Vail Williams LLP, the leading UK real estate adviser, has contracted Business Systems Group (BSG) to provide wide-reaching IT services

LONDON, 20th February 2008 – Business Systems Group Ltd. (BSG) has today been appointed by leading real estate advisor Vail Williams LLP to implement a major IT outsource contract worth £2 million over the next 5 years. The project, which will see BSG provide a full 24x7 managed service for Vail Williams LLP' entire IT infrastructure, had been commissioned in response to dynamic growth across the Vail Williams LLP business, and the need to service an ever expanding Client portfolio.

Critical to Vail Williams LLP selection of BSG was their expertise and demonstrable ability to deliver a consistently high quality service against Vail Williams LLP's demanding service levels. This complete technology refresh provides state of the art IT services to Vail Williams LLP's UK network of offices at a predictable and affordable monthly cost, while being scalable to support planned future business growth.

Ian Rudland CEO from Vail Williams LLP says "BSG's experience with similar organisations delivers us much more than just reliable pain free IT. We benefit from their experience to reduce costs and promote client engagement" Rudland continues "We can now work our IT investment harder, delivering faster and more efficient services to our clients while maintaining a different standard of service in a competitive property market. In this respect our aim is to raise the industry standard and set a benchmark for sophisticated communication within the Commercial Property sector.

Included within the 24x7 managed services contract is the support of Vail Williams LLP's entire IT infrastructure including all core business applications, such as; Microsoft Exchange email, Citrix, end user desktops, and their new MPLS WAN. BSG will also provide a fully

managed service desk, from the BSG Network Operations Centre (NOC) based in City Road, London, providing 1st, 2nd, and 3rd line support.

Nick Gerard, BSG's CEO, commented: "A similar culture style and commitment to delivering an excellent service to customers was crucial in forming this partnership with Vail Williams LLP. Our job is to deliver innovative, professional and expert technology services in order to lighten the IT burden while enabling flexible and efficient working".

END

About Business Systems Group (BSG)

Since 1987, Business Systems Group (BSG) has been supporting dynamic organisations to align their IT services with their business requirements. In their market place, the breadth of product and service offerings BSG provide makes them unique. This allows them to engage effectively at all levels within an organisation to design, deploy, operate, and improve IT services that are essential to any business. This approach ensures that the technology deployed by their customers is viewed as an investment, and not a liability.

BSG has developed its capabilities to provide managed services which are used to operate the infrastructure and application solutions that it designs and deploys for its clients. BSG achieves this through specialist sector knowledge which delivers quantifiable business benefit to its clients and their customers.

BSG's managed services have enabled companies like Morgan Sindall, The Newspaper Licensing Agency, Charles Stanley and Intertek to become more efficient, reduce costs and to deliver a more effective service to their customers and members.

BSG partnerships and accreditations include: ISO 27001 Accreditation, ISO 9001 Accreditation, HP Enterprise Business Partner, IBM Premier Partner, Microsoft Gold Certified Partner, Sun Partner Advantage member, VMware Enterprise VIP Reseller, Cisco Premier Partner, Citrix Silver CSN Partner, JBoss Authorised Service Partner, NetApp Platinum Partner, and Oracle Member Partner.

For more information, visit www.bsg.co.uk or contact Andrew Mellish on 020 7390 8606 or via email at andrew.mellish@bsg.co.uk.

About Vail Williams

Vail Williams LLP is a leading real estate adviser. Vail Williams provide acquisition, disposal, management and consultancy services to corporates, landlords, tenants, owner-occupiers, public sector clients, developers and investors, nationwide. Vail Williams work with customers to increase their organisation's success through business solutions that add measurable value, now and for the future.

For further information, visit www.vailwilliams.com.

Product or service names mentioned herein may be the trademarks of their respective owners.