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# PRESS RELEASE

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## TECHNOLOGY SERVICES GROUP EXPANDS IN NORTH WEST

On June 30, 2005, Technology Services Group Ltd (TSG) continued its expansion in developing UK-wide IT service and solutions provision for small and medium sized businesses, with the acquisition of PJ Howlett Business Systems Ltd (Business Systems), the Preston-based IT software, hardware and infrastructure installation business. The acquisition expands TSG's Pegasus customer base in the North West and Cumbria.

Business Systems has operated as an independent reseller in the North West since 1979, supplying a complete IT support package to small and medium sized businesses, including hardware, software, training and system maintenance. Former MD Peter Howlett and the staff of ten will join TSG North West, providing a new base in Preston from their existing premises.

Simon Cook (Regional Managing Director, TSG North West) said: 'This acquisition helps to further consolidate our position as the leading IT service provider in the North West, and also provides expertise in the Pegasus software market. Business Systems looks after 170 customers and has significant experience in Pegasus Opera and Opera II software, products which we have already started to invest in on behalf of customers locally. Their ethos of customer service fits the TSG model extremely well, and the new TSG Preston office will allow us to expand our services to Carlisle and beyond.'

Pegasus' Managing Director Gary Turner has welcomed TSG's expansion into the North West and Cumbria. He said: 'TSG is a key, strategic partner for Pegasus and this latest acquisition is important for both organisations as it further extends the exposure of both companies' brands and operations in a key geographical area.'

“TSG’s proven expertise on the ground, married with Pegasus’ software solutions, which already outsell the competition elsewhere in the UK, is a great context in which to invest, and one which I’m sure will pay big dividends to many businesses in the North West.”

Peter Howlett said: ‘Business Systems was built on the foundations of offering professional independent advice in the SME marketplace covering a broad range of IT products and services. Throughout our 25 years’ experience providing hardware and software support solutions we’ve built up an enviable level of experience in tailoring packages individually for our customers’ needs. Becoming a part of TSG will allow us to continue our service tradition and broaden our product range, supported by an army of additional technical expertise from within the group.’

TSG now employs 435 staff across the UK, has an annualised turnover in excess of £38 million and provides IT solutions and services to more than 9,500 small and medium sized businesses nationwide, from Basingstoke in the south, to Aberdeen in the north.

**ENDS**