

BiP Solutions recognised as major player in business information sector

A Scottish company with a reputation for excellence and innovation has been recognised as a major contributor to the UK business information services sector.

A new survey into the industry by Plimsoll found Glasgow-based BiP Solutions Ltd to be one of the top five performing companies within the business information industry. This sector, which includes information provision, analysis and data collection, represents significant interests within UK industry and is a growing field.

With more than 20 years' experience in the field of business performance analysis, Plimsoll is one of the most highly-respected collators of information relevant to the business sector. Plimsoll's findings, based on the 18 largest companies in the UK business information sector, analysed the last four years of BiP's accounts. During this time, BiP's turnover has increased significantly - in 2006-07 alone, revenue increased by 26%. The company's growth has also led to its inclusion in the *Business Insider* Enterprise 250, which lists the best performing Scottish companies in 2007. In September 2007, BiP won the coveted title of AXA Small to Medium-Sized Business of the Year Award at the National Business Awards for Scotland.

The Plimsoll research recognised BiP as an exceptional performer in nine categories within the business information services sector, including Best Trading Partners and Fastest-Growing Companies. This is a further acknowledgement of the company's status as one of Europe's leading providers of procurement solutions and market intelligence services.

BiP Solutions was established in 1984 to facilitate business between the public and private sectors. What began as the provision of public sector contract information in its *Contrax Weekly* magazine has since developed into a comprehensive total procurement-related service provider, embracing the latest in electronic media delivery systems. Now employing more than 180 people at its Glasgow base, the company provides a range of solutions to many public and private sector clients in the UK, Europe and beyond.

BiP also provides events management, accreditation and consultancy services, and its services are utilised by a range of high-profile clients, including the Department for Business, Enterprise and Regulatory Reform, Ministry of Defence and the Home Office and Scottish Government. International clients include the European Defence Agency, the United Arab Emirates Army and Kenya's Ministry of Education.

The company has also recently secured over £1 million worth of new contracts and has developed a number of strategic alliances within the business information sector - notably with spend intelligence solutions provider Spikes Cavell & Co and public sector support consultants NQ Consulting. These alliances build on BiP's reputation as a trusted partner and further enhance the company's position as a forward-thinking and innovative provider.

Ron Burges, CEO of BiP, said he was delighted that the company had been recognised on the basis of its importance in this sector: "The findings of this new survey confirm that which BiP's many clients and associates know – that BiP is a significant contributor to the business services industry.

"Having won the title of the AXA Small to Medium-Sized Business of the Year Award at the National Business Awards for Scotland, as well as a considerable amount of new and important business, our continued rapid growth is assured during 2008, ensuring that our profile within the business information services sector will continue to grow. This latest finding is an acknowledgement of our drive and commitment to development and innovation, the ethos that lies at the core of our success."