

Southern Communications Listed 29th in Southern Tech 100 2018

Basingstoke, Hampshire 09/02/18 – Basingstoke-based Southern Communications Ltd is 29th in the 2018 Southern Tech 100 listing.

The Southern Tech 100 is published by The Business Magazine and lists the top private IT and telecoms companies in the region, with Theale-based Westcoast firmly at the top, with a near £2 billion turnover.

This is great achievement for Southern Communications who employ over 225 staff from their headquarters in Dummer and have shown incredible growth, with annual turnover increasing by 26% compound growth over the past two years.

Understanding and provisioning new technologies has been key to the growth of Southern Communications. As businesses shift their focus from hardware to software and cloud-based services, Southern Communications continue to address this shift with a clear strategy of staff training and development and a range of exciting new products.

Customers are rapidly migrating away from traditional ISDN based phone systems to adopt next generation voice products and cloud-based computing that deliver cheaper and more flexible ways of working. This provides a challenge for any business in the IT and telecoms environment and keeping on top of these technologies are at the forefront of Southern Communications' strategy for continued growth.

Paul Bradford, CEO, says "This is a great result for Southern Communications, we are delighted to be listed in the Tech100 and we are certainly seeing a drive in the direction of cloud, hosted and next generation services from our customers. The way businesses communicate is changing at a pace as they look to embrace the flexibility and mobility offered by cloud-based technology whilst maintaining the functionality of their traditional telecommunications".

The listing, published by The Business Magazine, is supported by Barclays, Moore Stephens, Blake Morgan and Roc Search.

About Southern Communications

Southern Communications was established in 1965 and is a national provider of voice, data, mobile and cloud-based communication solutions.

The communications market is a place of rapid change with massive technological advances changing the way we communicate. At Southern Communications our continued growth is attributable to our ability to spot opportunities and quickly bring to market new services to meet these changing needs, along with a clear acquisition strategy.

We have robust, longstanding relationships with manufacturers and network providers which enables us to be first to adopt new technologies and provide a wide range of services. We are one of the longest standing NEC Premier Partners and The only UK NEC Hospitality Partner.

From a nadir of £100,000 in 1995, Southern Communications has increased its turnover consistently year on year to over £36m (2016/17), demonstrating rapid growth in one of the most competitive markets.