



PRESS RELEASE

Pirean debuts as highest ranked IT Services Company on influential league of Britain's fastest-growing private tech companies.

Leading European IBM Tivoli Partner placed 17th overall with 96% sales growth supporting a growing roster of customers from financial services, government, media and entertainment

London, England – September 24th, 2009 – Pirean, a leading delivery partner for IT Service and Security management has debuted as the highest placed IT Services Company on The Sunday Times Microsoft Tech Track 100 annual league table of Britain's fastest-growing private tech companies.

Pirean, placed 17th overall, was founded in 2002 by Stuart Wilson and Neil Newman and has seen its sales rise by 96% a year through its work with major financial institutions, large enterprises and government agencies. Pirean is also one of Europe's Leading IBM Premier Business Partners and the only firm in the UK to have been awarded IBM Tivoli's AAA Accreditations across both IT Service Management and Security.

"We are proud to have been recognised in such a prominent position in Tech Track and believe it reflects our approach to Solution Delivery, an approach which is valued highly by our clients." comments Stuart Wilson, Managing Director and Co-Founder, "It might sound like a cliché but we have always worked in partnership with our customers and focused on delivering for the business, not just using technology for the sake of it."

"The most important part is gaining an understanding of how a client works and developing a solution that improves that process, not forcing them into compromises due to constraints in the software."

Although around a quarter of the firms listed in this years Tech Track list are IT services or software developers, only 2 made it into the top 20. "We have had two big downturns in the last decade and many IT service companies have become overly cautious or limited in terms of vision," comments Wilson, "The problem is that many clients are looking outwards and want to work with partners and suppliers who have an International approach and capability that expands past our shores. This caution has led to a lot of work heading to much larger outsourcing specialists from overseas."

Pirean, which opened its first US office in Boston earlier this year is also the Diamond sponsor for the upcoming IBM Pulse event taking place in Las Vegas in February, 2010. Wilson believes that the strong growth his company has experienced is sustainable as the firm launches its first set of software applications built around solutions to complex compliance and access management needs that Pirean have developed for their clients over the last few years.



“Pirean Compliance: One is a perfect example of an application that simplifies complexity,” explains Wilson, “The software was developed to help a large international financial institution improve the way it managed secure access to hundreds of applications used by over 100,000 staff across the world.”

“The software has taken two years to build, but its innovative approach of assigning application access is extremely flexible. We designed it from the ground up to solve a business problem and to allow the client to add new applications without requiring us to come in and make changes, because of this inherent design philosophy, the software can be deployed quickly with minimal effort at other large organisations with similar issues.” He adds.

Compliance: One has subsequently been deployed by organisations across government and other financial institutions. With trials underway with new clients, Wilson identifies the success of the software as one of the key factors behind the strong growth for Pirean.

The other area where the firm has excelled is in successfully delivering challenging projects. “In a competitive industry like IT Solution Delivery, you grow through good customer service and by delivering results,” explains Mike Cartwright, CTO for Pirean, “Some of the projects we undertake are pretty unique or require novel, innovative approaches. Our staff are truly experts within their respective fields and successfully delivering complex projects is a way to quickly build a name for yourself in what is a relatively small community of specialists.”

Pirean is focused around IBM Tivoli technology and was the only European finalist in this year’s IBM Beacon Awards in the Outstanding Service Management for Tivoli category. Pirean also won the prestigious IBM Tivoli Software Innovator of the Year award in 2008.

“A lot of IT services companies try to be all things to all men to simply snare more clients or generate more sales,” comments Cartwright, “We decided early on to concentrate on our core competencies and to invest our time and energy in becoming the subject matter experts and not just a jack of all trades. This commitment is one of the reasons we are still growing in what is a challenging economic climate.”

Now in its ninth year, The Sunday Times Microsoft Tech Track 100 annual league table is compiled by Oxford-based research and networking events company Fast Track. Companies are ranked by their compound annual growth rate (CAGR) in sales over their latest three financial years between 2005 and 2008, or 2006 and 2009. A minimum of 25 weeks’ trading in the base and latest years was required. For financial years lasting less or more than 52 trading weeks, figures were annualised on a simple pro-rata basis. The table is endorsed by a number of high profile figures including Sir Richard Branson, David



Cameron and Gordon Brown who commented, "Fast Track has developed from a really good idea, to being one of the great British institutions promoting enterprise."

About Pirean

Pirean is a leading systems integrator and consultancy delivering real-time business and service assurance through solutions for infrastructure and application management.

Working in partnership with Pirean, your business will quickly realise the full potential of your technology infrastructure. We focus on helping our clients to achieve their business goals and providing them ongoing support through proven capabilities in:

- Business Consulting
- Technology Consulting
- Software Development and Application Delivery
- Tailored Managed Services and Solution Assured Support

We deliver the visibility, control and automation capability that you need from your infrastructure and applications to deliver robust, highly available and streamlined business services while managing risk and compliance.

Our unique blend of services and capabilities enable us to help you take a strategic view of your business; where you are, where you want to go and how to better leverage the resources you have to get there.

Pirean are one of Europe's Leading IBM Premier Business Partners, having been awarded IBM Tivoli's AAA Accreditations for a range of products in both the IT Service Management and Security portfolios.

Accolades include the IBM 'Business Partner Innovation Award' and 'Beacon Award Finalist – Outstanding Service Management Tivoli Solution' in 2008 and 2009 respectively.

We deliver expert support for Infrastructure, Service and Security Management platforms using IBM technologies throughout the life of your solution from design and build through delivery and into ongoing performance improvement and support.

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