



# ClinPhone caps fantastic year

## Notts Company of the Year

**ClinPhone**  
CLINPHONE'S Vice President of Technology Daljit Cheema said he was "absolutely delighted" to receive its third Nottinghamshire Company of the Year Award – but added: "We simply didn't expect to get it."

"But it has been a tremendous year for us since listing on the Stock Exchange," he said. "The fundamentals of the business have carried forward even though we are now a public company – we've kept our culture and we've continued to grow."  
Sales have gone up by a third and its workforce by a quarter. Yet despite its growth and the importance of the US market, the clinical trials technology specialist remains committed to the city of its birth.



**HAT-TRICK WIN:** Daljit Cheema  
C260607DM3-31

"We're becoming a global company but our operations are mainly here," said Mr Cheema. "We are trying to get our turnover through £100m by 2009, we've got aggressive targets, and we've got the people to support it."

## Small Business of the Year

### Prime Principle

PRIME Principle, a business which developed the Classroom Monitor which helps cut teachers' workloads, won the Notts Small Business Award.

Director David Francis, said: "We entered the award because we are new on the scene and different."

"We are one of the younger companies and are thrilled to win."

The competition was high profile and I was shocked and really excited to win.

"We are two young guys in a very traditional market and started the business five years ago when we were 22 – it was difficult to get people to take us seriously."



**PRIZE GUYS:** Prime Principle directors David Francis, left centre, and Chris Scarf, right centre, with Nicholas Owen, left, and EMB Ltd chief executive Stephen Smith  
C260607DM3-30

The company employs seven full time staff. It had sales last year of £400,000 and pre-tax profits of £103,000. Its aim is to break £1m in 2008/9.

## CLINPHONE is on a roll. Its Evening Post Nottinghamshire Company of the Year Award caps 12 months of remarkable achievement.

It has floated on the London Stock Exchange while making acquisitions, boosting orders, opening new offices around the world and increasing its workforce by 25%.

The automated clinical trials technology specialist, which also carried off the title in 2005 and 1998, received the KPMG and Nottinghamshire County Council-sponsored award during a gala evening at the Council House.

ClinPhone Group has boosted annual sales by almost a third to £34m in 12 months – a figure up 1,000% in seven years. It recently acquired leading electronic data-capture company DataLabs, strengthening its presence in the USA.

During 15 years ClinPhone has built up an unrivalled track-record in developing clinical-trial technology with its sophisticated internet and telephone-based systems used in more than 1,900 global trials across 88 countries.

Carter & Carter Group, Caunton Engineering and Synseal were the other finalists.

**Prime Principle** has come out top of the class in the Business Link-sponsored Nottinghamshire Small Business of the Year Award.

Its Classroom Monitor software is already cutting teachers' administration load by up to half in some 600 UK schools.

Profit-generating since its 2002 launch, it won a DTI Smart Award for innovation in 2003.

Founded by two Nottingham Trent University undergraduates and now based in the Castle Cavendish Works, it employs eight people full-time plus a cohort of part-time consultants.

Its core-business sales are predicted to grow ten-fold over the next five years, and it has excellent opportunities for diversification.

Classroom Monitor provides an interactive markbook allowing teachers to track pupils' progress against government frameworks and objectives. It can also be used to plan lessons, set targets and work on draft end-of-year reports.

Bartsch Inns Ltd and Fiscal Engineers Ltd also got to the finals.

**Susi Henson's** high-class underwear business has won her the Royal Bank of Scotland-sponsored Nottinghamshire Woman Achiever of the Year Award. Eternal Spirits supplies 30 other selected outlets as far afield as Australia, Rome and

L.A. In Nottingham, her boutique retails mostly locally made garments and top-end bridal wear.

Employing six people in her five-year-old firm the fashion designer regularly works 70 to 80 hour weeks. She also lectures in fashion design at Nottingham Trent and exhibits her boudoir-wear collections in venues as diverse as Selfridges and London's Erotica show.

Burlesque star Dita Von Teese and the Scissor Sisters are customers and Jonathan Ross spor-



**PRIZE MOMENT:** The winners, back, from left: Marc Rickard from PHF Services, Stormsaver's Michael Farnsworth, Prime Principle's David Francis. Front: Managed Communications' Nathan Hill-Haimes, Eternal Spirits' Susi Henson, and ClinPhone's Daljit Cheema  
C260607DM3-26

## PICTURE GALLERY

See a slideshow of pictures taken at the presentation night online at [www.thisisnottingham.co.uk](http://www.thisisnottingham.co.uk)



**LAVISH:** The Council House provided a fine setting



Macesport and Trent Valley Restoration (UK) were the other finalists.

Rainwater-reclamation specialist **Stormsaver** has collected the Browne Jacobson-sponsored Business Innovation Award.

Though formed only four years ago, it now supplies 27 of the UK's top 50 construction firms.

Based in Winkburn, near

Newark, it manufactures custom-designed reclamation and filtration systems, primarily for use on commercial-scale buildings.

Last year it topped, for the first time, £1m-worth of orders within 12 months.

A third of its units are used in schools, for which the company wrote a national curriculum-based 100-page lesson pack complete with monitoring activities

and case-studies.

In a rapidly changing market Stormsaver's systems are regarded as high specification, low maintenance, reliable and cost-effective.

Atlantic Link and Easi-Edge also got to the finals.

**PHF Services** Virtual Practice System is the BT Local Business Nottingham-sponsored award winner.

## Communications Technology in Business

### PHF

PEOPLE, technology and process were the winning elements in the Communications Technology Award.

That was the verdict of Marc Rickard, one of the founders of PHF, the medical private practice management service that won the BT Local Business Nottingham-sponsored award.

He said: "Winning this award proves that we've got the right people, the right technology and the right support to deliver. And delivering a fantastic

service is what this is all about. "It's also been very nice for Mark Whatman, the man behind our software, to be able to come and get some recognition for his work."

The company now employs 25 people and is expected to grow further as private practice and the health service change.

"The market for private healthcare is changing, with groups of consultants coming together to practise and we have got the products to help them do that."

## Business Innovation

### Stormsaver

LISA Farnsworth, sales director of Stormsaver, the water reclamation specialist, said: "I am really proud of everyone in the company."

"We have all achieved the Business Innovation Award together. "It will help raise our profile

in a market that is still young, adding prestige to the sector that has been the property of environmentalists.

"It will be up on our company website today and we intend to make the most of the publicity. "It will go on our letterhead."



**REALLY PROUD:** Stormsaver managing director Michael Farnsworth  
C260607DM3-33



**CONFERENCE:** Director of TVR Lee Brown and his wife Lindsey talk to the head of commercial banking for HSBC Nottingham Mark Morris



**ALL SMILES:** Nicola and Terry Millward of the Millward Partnership  
C260607DM3-16



**THREE CHEERS:** Innes England director Matthew Hannah, Purple Circle director John Lyle and Nottingham Workplace Chaplain the Reverend David McCoulough  
C260607DM3-14



**BUSINESS TALK:** Easi-Edge general manager Peter Wroblewski and communications manager Angela Hayward  
C260607DM3-11

## New Enterprise

### Managed Communications

NATHAN Hill-Haimes, managing director and owner of Managed Communications, is clearly an ambitious man.

He was "over the moon" to have won the Nottingham City Council-sponsored New Enterprise of the Year Award, and immediately set himself and his 15-strong team another target: to come back in a few years time and win the Company of the Year award.

Formerly a member of the venture capital team at Siemens, he launched the Nottingham Science park-based business only 18 months ago.

Sales have rocketed in only its second year, the company providing multiple broadband circuits that connect groups of business locations and remotely-based staff.



**AMBITIOUS:** Nathan Hill-Haimes  
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## Woman Achiever of the Year

### Susi Henson

SUSI Henson was overcome to become the Notts Woman Achiever of the Year.

Her company, Eternal Spirits in St Peter's Gate, Nottingham, is heading for sales of £170,000.

Susi said: "I was all nerves and was shocked to win the award."

"My business is run by women for women and the award is very much for my

team, my support system and my friends who have supported me as I chase my dream.

"There are some great women customers and it is a pleasure to be making for them, making them look good in my corsetry, bridal wear and evening wear."

"I didn't expect to get to the final."

"It is all a bit strange but passion won through."



**OVERCOME:** Susi Henson  
C260607DM3-29

The Nottingham company is helping more than 100 consultants consign paper-chasing to the bin, and revolutionising UK private medical practice in the process.

Virtual Practice manages all the administrative aspects, from a patient's first phone call to issuing bills.

It combines the skills of an experienced practice manager and patient-services team with on-screen access, from anywhere in the world, for the consultant.

Typically its appointment diaries – often covering several clinics – are co-ordinated on line and accessed by consultants through home and office computers or hand-held devices.

The system also features digital transcription and letter production services with all documents and reports accessible on-line.

With some 23,000 consultants in the UK alone, PHF has plenty of room to grow its own healthy business, and it is beginning to tap into the private hospital sector.

Derby Road Health Centre and the Flexiprint Group Ltd were the other finalists.