ClinPhone caps fantastic year

Notts Company of the Year



HAT-TRICK WIN:

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.
"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."

PRIME Principle, a business which developed the

Director David Francis, said: "We entered the award

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

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

Classroom Monitor which helps cut teachers' workloads, won the Notts Small Business Award.

because we are new on the scene and different.
"We are one of the younger companies and are

Small Business of the Year

thrilled to win

shocked and

and I was

was high profile

really excited to

win. "We are two

young guys in a very traditional

years ago when we were 22 — it

was difficult to get

people to take us

The company

market and

business five

seriously."



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 techno logy specialist, which also carried off the title in 2005 and 1998, received the KPMG and Nottinghamshire County Councilsponsored 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 sophist-icated internet and telephone-based systems used in more than 1,900 global trials

Carter & Carter Group, Caunton Engineering and Synseal were the other final-

Prime Principle has come out top of the class in the Business Link-sponsored Not-tinghamshire Small Business of the Year 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

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 t has excellent opportunities for diver-

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 out lets as far afield as Australia, Rome and

LA. In Nottingham, her boutique retails mostly locally made garments and top-end

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 boudoirwear collections in venues as diverse as Selfridges and London's Erotica show

Burlesque star Dita Von Teese and the Scissor Sisters are cus-tomers and Jonathan Ross sported one of her corsets on TV. Millward Partnership MD Nicola Millward and Trent Val-

ley Equestrian Centre founder Rose Wilson were the other final-Managed Communications

has carried off the Nottingham City Council-sponsored New Enterprise of the Year Award. It is forecast to increase sales 600% to around £1.5m in this its

The company's target is the niche-market for multiple broadband-circuits connecting

of locations and groups remotely-based staff.

MCL is the brainchild of a serial technology-entrepreneur who had spotted a niche-need for multiple broadband-circuits and affordable and reliable highspeed networks.

One customer found the Nottingham Science Park-based company's solution offered much greater bandwidth, meaning, among other things, meetings involving staff at its London and Liverpool offices can be held via video conferencing.



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

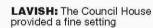
second year.

¾RBS



OVERCOME: Susi Henson





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

Rainwater-reclamation cialist Stormsaver has collected the Browne Jacobson-sponsored Business Innovation

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

Based in Winkburn, near



Lee Brown and his wife Lindsey talk to the head of commercial banking for HSBC Nottingham Mark Morris



of the Millward Partnership car



THREE CHEERS: Innes England director John Lyle and Nottingham



BUSINESS TALK: Easi-Edge general manager Peter Wroblewski and communications manager Angela

Newark, it manufactures cus- and case-studies.

tom-designed reclamation and filtration systems, primarily for use on commercial-scale build-

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 curriculumbased 100-page lesson pack complete with monitoring activities

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 Communications in Business Award

experienced practice manager and patient-services team with on-screen access, from any where in the world, for the consultant.

The system also features digital transcription and letter production services with all doc uments and reports accessibl

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 sec

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

Communications Technology in Business

PEOPLE, technology and process were the winning Communications Technology

That was the verdict of Marc Rickard, one of the founders of PHF, the medical private practice management service hat won the BT Local Business

Nottingham-sponsored award. He said: "Winning this award 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."



'RIGHT PEOPLE': Marc Whatman C260607DM3-25

Business Innovation brownejacobson

LISA Farnsworth, sales director of Stormsaver, the water reclamation specialist

really proud company. "We have all achieved

Innovation Award together.

help raise

REALLY PROUD: Stormsaver managing director Michael Farnsworth C260607DM3-33

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

"It will go on our letterhead."

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

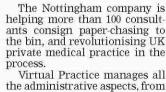
Enterprise of the immediately set

himself and his 15-strong team another target: to few years time and win the Company of the

Year award. Formerly a member of the venture capital he launched the Science parkbased business



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



patient's first phone call to issuing bills. It combines the skills of an

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

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

"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

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

