Delivering IT Solutions, Manged Services and Cloud Computing to Local Business

Bristol IT solutions company BOM Group is celebrating 55 years in business and its inclusion in a list of the of the UK's 1000 small and medium sized enterprises Companies to Inspire Britain, compiled by the London Stock Exchange.

BOM provide solutions suitable for all sizes of business. We are an independent, privately owned company. We provide specialist Consulting, Technology, Security and Hosted Services, combining these to offer a complete portfolio of secure infrastructure as service and solutions.

We're not tied to one manufacturer, but have long standing partnerships with the acknowledged best providers in the industry, so you can be assured that a solution from us will be unbiased in its specification, but always of the very highest quality.

We will help you assess your requirements and draw up a specification to match those needs, so you know you're not buying an Enterprise product when a lesser technology will suffice.

BOM IT Solutions are true specialists, our proven track record and experience is second to none. Our fully qualified and certified team of technical staff can design your entire infrastructure, ensuring sufficient bandwidth to accommodate the data traffic of demanding applications and multiple concurrent users, as well as providing remote connectivity for those who need to access the network securely from a remote location.

More recently and due to the high demands of businesses BOM have developed a security division providing Managed Security Services run from its Bristol Head Office and helping businesses to protect and secure their data. This is certainly an area which can't be ignored and one of significant growth.

The company was founded in 1958 but if the thought of an IT company having been in business for 55 years seems a bit of a stretch, the company actually started life as Bristol Office Machines, supplying typewriters and dictation equipment. Then as technology developed it moved with the times to evolve into the successful IT solutions business it is today.

Fault Repair and Emergency Support

Commercial Director Andy Carter believes that their history gives the firm a competitive edge. "Our longevity makes us unique," says the 38 year old. "We have a commercial understanding of what a business needs in order to survive and be successful – we have proved that.

"We have a comprehensive portfolio of integrated services that take our clients seamlessly from consultation to bespoke installation and on going Managed Service. To say that we do it all might risk inviting scepticism, as it is a common claim in the IT industry, but after 50 years in the business, we've got the track record to demonstrate it.

"Solutions need to fit commercially, the technology is almost irrelevant to the business owner; they just want cost effective performance – something that will make their business more successful.

"For example, a smaller company might want a low cost system for email, file sharing and data processing, with cloud based storage. Organisations dealing with sensitive information might want to use the firm's private cloud data centres, which they can visit and see exactly where their data is stored".

Cloud Services

The cloud computing industry has seen great advances in recent years; BOM was offering cloud services even before the term was commonly used, delivering applications as a service provider – ASP from their privately owned systems and servers even before Microsoft had thought of Office 365. BOM developed a hosted IT environment for customers wishing to deliver application to head office, branch office and remote users.

IT Management and Fault Prevention

Having developed these services early on has made BOM well placed to advise and support customers on their business needs around the complex world of cloud. Andy says, "We believe that customers want a combination of cloud and on premise technology, where the managed service provider takes on any potential risk and cost of supporting IT, allowing their business to focus on what makes them profitable".

Most people have already made a decision to embrace cloud; BOM aims to ensure that they offer best practice solutions which safeguard your applications and data whilst remaining cost effective.

"One of the hardest things for many IT solutions companies is that they are not the inventors of the technology; you are selling other people's products, but we are the inventors of technology, we are writing applications from the ground up so we understand what customers require and have an in house capacity to deliver that service." said Andy

It takes dedication, knowledge, education and being customer focused to be at the leading edge of technology for over 50 years. BOM's ethos of "quality first, customer foremost," ensures that they are entirely focused on their client's business interests.

It hasn't always been an easy ride and the difficult economic climate posed as many challenges for BOM as for everyone else. A turning point for the firm came in September 2012 with the sale of a group software division, a point of sale application it developed for use on planes and trains to sell goods to passengers.

The sale saw the owners of the business step back and Nic Symonds, 47, Operations Director, and Andy take over the running of BOM IT Solutions, giving them the cash injection the company needed.

Andy and Nic reinvested in the business with a dedicated marketing function, new website and new helpdesk systems, and are seeing a good return on their investment and significant growth; they are taking on more staff and now employ 25 people, having recruited in technical services and new Business Consultants in the past nine months.

The BOM IT team with the recently visited Microsoft Windows/365 cloud services training bus

"We want to be the employer of choice," says Andy. "We are flexible with our staff and want to give them personal development and support to drive customer satisfaction"

"Aside from being the right thing to do, it makes commercial sense too. Recruiting can be costly and the firm wants to first, keep its good staff and second, have the best candidates knocking on the door".

At BOM they want to effect change, encouraging a fresh approach to business dealings, data handling and security through effective IT solutions and developments, delivering effective disaster recovery, business continuity, replication and backup.

"We have seen significant growth," says Andy. "Now we are reaping the rewards and investing in the business."

For more information please visit the website
www.bomitsolutions.co.uk
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