

Business boom for CEM

The first six months of the financial year has seen contract electronics manufacturing, part of the Technical Services Division, winning contracts to the value of £909,518 for printed circuit boards and assemblies.

Last month the division secured a contract worth £511,000 from a multinational company for PCBs and cabling for a public access system for the transport industry.

Manufacturing manager, **Steve Aplin** and salesman **Colin Jamieson** say it could lead to even more substantial CEM work coming ROCC's way. Congratulations to the manufacturing team.

Aramis Acquisition

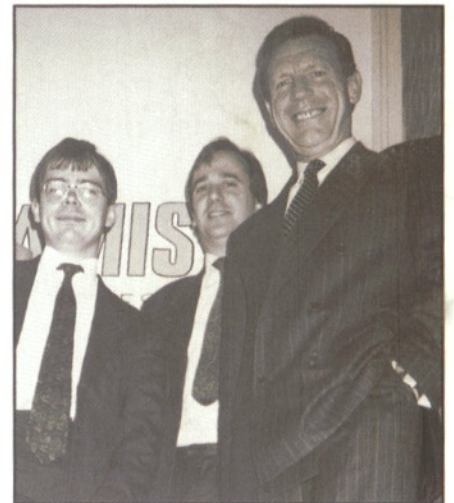
An excellent start to the new financial year was made when ROCC acquired **Aramis Computing Services**. With offices in Bury and Wellington, New Zealand, this has opened up new business areas in the UK and the Asia Pacific basin for us, within both the public and private sectors.



Chairman - Michael Aldrich welcoming Steven Powlay to ROCC.

The new organisation, ROCC Aramis, now operates as a division of ROCC and without a doubt makes us one of the leading suppliers of blue collar service management application products.

ROCC Aramis has over 300 local authority, public sector, utilities and contractor clients and offers a range of over 60 specific products for this marketplace, as well as contractor products. It also offers a range of services including consultancy, bespoke software, project management, training and computer technical services, such as network management, third party maintenance, help desks and PC facilities management.



Pictured l to r back row is the new divisional director of ROCC Aramis, Steven Powlay, seen with business manager - Tobin Aldrich and director of operations - Martyn Roan.

The business of both concerns will have merged by March 1995 making it one of the strongest computer systems players in the local authority and public sector contracting markets.

Best Figures

Week 21 saw the company recording its best weekly contract figures for well over two years. It was a magnificent effort from everybody in systems and technical services divisions and from Central Europe which brought in sales of £696,347.

Rather more than the eight pages it should be and apologies for being later than expected, but there really was a lot to squeeze in to this issue of Newsline.

The main editorial is on ROCC's acquisition of Aramis Computing Services and under new appointments we welcome our many new colleagues to ROCC. They are located at Bury, Wellington, New Zealand and ROCC's Manchester office.

There is excellent sales news from the Czech Republic and Slovakia and also from Technical Services Division, where its contracts electronics manufacturing arm and PC maintenance service have notched up some good orders recently.

Babies feature prominently again and it's great to see so many of them in this issue.

In the next issue we hope to cover all the personnel in the Czech branch.

Beryl Hutchin
editor

Anniversary

10 Years
ROCC.

This November sees ROCC celebrating its 10th anniversary as a privately-owned company although, of course, it has been in business since 1969 when it was known as Redifon Astrodata.

Keep an eye out for details of the company's celebration plans.

Czech Branch Successes

Orders from the Czech Republic and Slovakia were valued at around £1 million at the time of going to press. These were from contracts signed by Czech Savings Bank, Czech Insurance Company and BAT - Hungary.



Pictured at the April DPS seminar at the City Conference Centre, London, consultant Bob Carr demonstrates to chief executive Michael Aldrich, Ondřej Sebek - technical vice director of Czech Savings Bank ZVT, Prague, Jirí Jurkovský - manager ROCC SRO and Stanislav Jukl - the bank's business technical department manager.

Peter's Psion

The UK forms processing survey sent out by our direct marketing centre in the early summer yielded an excellent response with over 400 questionnaires being returned.

Prize draw winner and recipient of a top of the range Psion Organiser was **Peter Woodward**, head of information services at Westminster City Council.



ROCC's direct marketing manager, Luke Aldrich presenting the Psion Organiser to Peter Woodward.

Euro-tour



On a whirlwind tour of the Sussex South and Crawley Constituency leading up to the June election, prospective MEP candidate Cllr Joyce Edmond-Smith visited the company and is pictured here with Michael Aldrich and Crawley Councillor, Nick Hilton.



Assembly wireperson, Sheila Barden shows the councillor how a Blakell Assembly Director is used in the manufacture of printed circuit boards for X-ray security equipment. Also looking on is technical services director - Keith Bankes.

Product News

The first major new software product announced by ROCC Aramis is the Micro-RATE Budget Control System (BCS). This puts budgetary management and control at the finger tips of managers in local authorities.

Micro-RATE

Building on the strengths of the established Micro-RATE range and the extensive experience ROCC Aramis has of interfacing with corporate ledgers and costing systems, BCS gives local authorities a cost effective way of creating, maintaining, managing and monitoring budgetary expenditure.

Since the government announced plans to extend Compulsory Competitive Tendering (CCT) to other services, the need to maintain a tighter control on expenditure with accurate and timely information is now even greater.

BCS provides the facilities needed and ensures that a treasurer's department has the information to carry out its statutory duties.

PC Fixing

This arm of TSD has a current order intake standing at £909,284 but the business is ever more competitive as the opposition shave their quotations to obtain contracts.

Director **Keith Bankes** comments: "There has to be a profit margin for ROCC - it's no good paring one's prices down to rock bottom. That can only result in offering a less than quality service to the client, losing money and maybe going bust. In the end it's the client who is the loser - as the old adage says: you get what you pay for."

Many clients finishing their first year on Warranty Plus are taking out full maintenance contracts - another profitable line of business for TSD.



Testing Time

Programmer **Jan Hořejší** (on the left in the picture) is seen with **Milan Krejčar** - a manager with Czech Insurance in ROCC's configuration test area.

Jan is checking, via his laptop computer, that the Cyrillic characters on their new ROCC 2845 systems function correctly.

Training Bank Czechs



Pictured at a course session with hardware lecturer Peter Parsons are l to r: Pavel Slavik and Zdeněk Hladik, both from the Czech Savings Bank.

May '94 when three Czech engineers, two from the Czech Savings Bank and one from ROCC SRO, attended a three-week intensive hardware course on the ROCC 2845 computer system. The bank has now installed seven 2845s throughout the Czech Republic.

Newsline | PEOPLE

July saw **Catherine Kilasara**, a student at the Hastings College of Arts and Technology on a one month work experience placement in Technical Service Division's repair centre. >>>

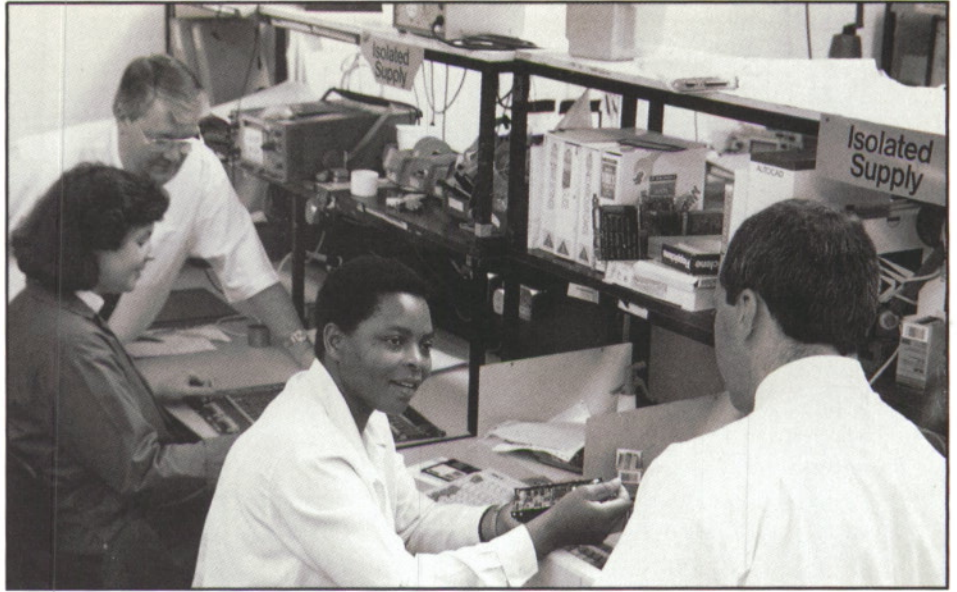


Catherine with repair centre supervisor Russell Poore, divisional director Alan Dobson and director Keith Bankes.

Experience

Catherine, a British Council sponsored student from Tanzania, was reading for an OND in electronics, which she has now obtained. She has now returned to Tanzania to take up a post at Sokoine University in Morogoro as a technician in its engineering department.

Director Keith Banks told Newsline that he would welcome more overseas sponsored students on work experience programmes.



Picture shows Catherine Kilasara with repair centre supervisor Russell Poore, who is explaining about the installation of hard disk drives on an IBM compatible PC. In the background is repair engineer Loretta Doyle with Alan Dobson.

Splendid Henry



Henry Francis

Systems Division branch manager **Henry Francis** has turned in a splendid first half performance, exceeding his personal targets by 62%.

Congratulations Henry, it looks as if you are after yet another 'Top Salesperson of the Year' award!

Prizes

ROCC has again sponsored a £100 computer project prize and a £150 best engineering graduate award at the University of Brighton. The winners are **Virginia Quigley** and **Alastair Dixon**, respectively. The presentations will be made in the Autumn and January 1995.

Four in a Row

Crawley-based commercial manager **Ken Beacom** was again top salesperson in the Technical Services Division for 1993/94, making it four years in a row.

This time he just pipped **Ann Longhorn** to the post. Ann's sales were 110% of target and Ken's 115%, representing an order intake figure of £293,561.



Ken with the prize winners' champagne.



Ann - pipped at the post.

Ken is already leading the commercial managers' race this year, with 123% of target. Also doing well though are **Nick Evans** and **Brian Harris**.

Academic Chairman

In his role as chairman of governors at the University of Brighton, chairman **Michael Aldrich** was a co-presenter at the academic awards ceremony on July 21-22 at the Brighton Conference Centre.

In sweltering heat and wearing heavy woollen robes, he and the director of the university, David Watson, shook hands with just under 2000 graduates. The occasion is pictured on the next page. >>>