



Channel companies make Deloitte Fast 50

Doug Woodburn

VARs Comtec Enterprises, Daisy Communications and Chess have made it onto a prestigious list of high-growth UK tech firms.

Deloitte's Technology Fast 50 ranks firms based on their revenue growth over five years.

Cisco partner Comtec made the grade for the second year running, after seeing turnover boom from £146,000 in 2002 to £5.5m in 2006. Comtec finished in 10th place, with acquisitive telecoms VARs Daisy and Chess 28th and 31st respectively.

Nick Claxson, managing director at Comtec, told CRN: "We have sustained growth because we stayed focused on our clients. This gives us exposure and has had a positive effect on our business."

Claxson revealed that Comtec recently closed its largest acquisition to date, splashing out £5.7m on a 100,000sqft building in London.

David Pollock, chief executive at Chess, vowed his firm will also keep its place in the next year's list as it lines up further acquisitions.

"This is a good measure of who is making moves in the market," Pollock said.

The Deloitte rankings were headed by unattended delivery solution provider ByBox, which posted growth of more than 15,000 per cent between 2002 and 2006. The market-watcher noted that e-commerce security and search optimisation firms were well represented.

Comtec unveils smarter service

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