

Comtec Enterprises – hit for young MD



Nick Claxson

Nick Claxson is the 30-year-old managing director of Reigate-based Comtec Enterprises, which he started from scratch in university, reporting a turnover of over £5 million last

year, and a projected £8m for the next financial year.

His firms include the IT and networking technology consultancy Comtec Enterprise ICT; as well as Comtec Power, Comtec Care and Comtec Relocations.

Claxson also has a controlling interest in the internationally renowned Sussex Polo Club, and has made a habit of acquiring businesses and pursuing commercial property opportunities in the local area.

The latest edition to his arsenal of businesses is a direct mail firm. Claxson recently bought DP Direct, a 30-year-old direct mail house giant in Mitcham, Surrey, which has 100,000 sq ft of warehousing.

Not surprisingly, Comtec has drawn the attention of Deloitte, which lists it as the number one fastest growing technology com-

pany in the south east of England, fourth fastest in Britain and 18th fastest in Europe. In fact, it has grown 6,000% in the last five years.

Claxson himself is refreshingly down to earth. "I've had quite a lot of practice in trying to get it right," he said, adding; "I get more out of a kick from working for myself than working for other people. But I like to work hard, to listen to clients and colleagues. I wouldn't push a solution on the clients; we have grown organically through referrals.

"I started as a consultant, and I really enjoy the one-to-one approach. Over time, I brought people on to service clients, and before I knew it I had taken on a sales team to facilitate that. As the years have gone by, I was able to look at other challenges in other companies, such

as the West Sussex Polo Club. That was quite an adventure. It is a challenge to help the club grow."

The latest move, the acquisition of DP Direct, was spurred by a decline in IT margins in the core business, said Claxson.

He added that Comtec Enterprises rebranded 18 months ago and promoted a very green strategy, although it had an ecological approach well before mainstream businesses took up the mantle.

As a result, the firm identified the "green technology" issue six months before the rest of the IT marketplace, and quickly positioned the company as one of the leading exponents of carbon-reducing IT solutions. IT newswire CNET recently short listed Comtec alongside IBM, Ricoh and PC World for "Best Green IT Initiative".