



THE BRITISH  
CHAMBERS OF  
COMMERCE



CHAMBER AWARDS 2005

Regional Winners Press Pack  
**South West**

## The crème of South West's businesses recognised by BCC

### ***BCC announce the regional winners of the Chamber Awards 2005 in the South West***

3<sup>rd</sup> October 2005 – The British Chambers of Commerce (BCC) and Microsoft today announce the regional winners of the Chamber Awards 2005 in the South West area. Now in its second year the Chamber Awards was developed to recognise outstanding business achievement within the UK business community.

There are several categories of awards Nationally and Accredited Chamber Members were permitted to enter as many as they wished. The award categories and winners for the South West region are detailed below.

<b>Award</b>	<b>Sponsor</b>	<b>Chamber</b>	<b>Winner</b>	<b>Nature of Business</b>
Microsoft Award for Innovation through Technology	Microsoft	Dorset Business, the Chamber of Commerce and Industry	nonstopIT Ltd	IT Security
Business of the Year	Barclays	Dorset Business, the Chamber of Commerce and Industry	Shape Technology Ltd	Engineering
Most Promising New Business	BT	Dorset Business, the Chamber of Commerce and Industry	Dorset Enterprise and Skills	Education Business Link
Business Commitment to the Community	BUPA	Dorset Business, the Chamber of Commerce and Industry	Dorset Community Action	Community learning and resource centre
Export Communicator of the Year	CILT	Dorset Business, the Chamber of Commerce and Industry	Shape Technology Ltd	Engineering
Export Business of the Year	Travelex	Dorset Business, the Chamber of Commerce and Industry	Shape Technology Ltd	Engineering

**NB: For more information on each of the different categories and winners please refer to relevant media alert below.**

David Frost, Director General of BCC said:

"I am delighted the Chamber Awards provide an opportunity to recognise and celebrate the success of businesses across the country. Those who have got this far are already recognised as outstanding within their own regions and I congratulate them. It will be tough to pick the national winners from such a high calibre of regional winners."

Each of the regional winners received a certificate and they will all now go through to the national round of judging and the chance to win the top prize of **£25,000**. This prize will be awarded to the company that the judges agree should win the overall title of **Microsoft Award for Outstanding Business Achievement**. Last year this was won by DB Shoes LTD from Rushden, Northamptonshire. The company used database technology to pull itself back from the brink of receivership and enter itself into new and profitable niche markets - even whilst fighting off competition from cheaper overseas competitors!

Natalie Ayres, Microsoft's Senior Director Small and Medium Solutions and Partners Group added;

"The standard of entries received for this year's Chamber Awards has been incredibly high. We have been more than impressed by the commitment, enthusiasm and success of so many British companies. They all deserve recognition and reward for the contributions they make to their industries, to their customers and to the country. We wish all the winners the best of luck in the national judging."

The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

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**Notes to the editors:**

- The British Chambers of Commerce (BCC) is the authentic voice of British businesses.
- The BCC sits at the heart of a powerful nationwide network of Accredited Chambers of Commerce serving business across the UK, which employ over five million people.

**About Microsoft**

- Founded in 1975, Microsoft (Nasdaq "MSFT") is the worldwide leader in software, services and solutions that help people and businesses realise their full potential.

## **MEDIA ALERT:**

### **BCC and Microsoft announce the South West regional winner of the Microsoft Award for Innovation through Technology**

nonstopIT Ltd, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Microsoft Award for Innovation through Technology in the South East for the Chamber Awards 2005. The business (an IT security company) won the Microsoft-sponsored award for its pioneering approach to developing new technologies for the early adopter market, in particular, a secure wireless voice over internet offering.

Natalie Ayres, Microsoft's Senior Director Small and Medium Solutions and Partners Group said; "We looked for companies that clearly exploited every opportunity that technology could bring to their businesses either to achieve specific goals or to enhance overall business performance. The regional winners are not just a great advertisement for the use of technology but great examples for their industries too. We look forward to announcing the national winner in November."

nonstopIT will now go through to the national judging and the chance to win the top prize of £25,000. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said;

"Businesses can often be intimidated by technology. Learning from those who have benefited from implementing new systems can break down some of the barriers to accessing technology. Companies who have invested and innovated in technology are leading the way for businesses, not only in the UK but across the globe."

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## **MEDIA ALERT:**

### **BCC and Barclays announce the South West regional winner of the Business of the Year Award**

Shape Technology Ltd, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Business of the Year Award in the South West for the Chamber Awards 2005. The company (an engineering business) won the Barclays-sponsored award for its incredible financial performance over the last 3 years. Since 2002 its turnover has increased by 267% and profit over the same period by 1016%.

Angela Potter, Head of International Trade & Cash Solutions at Barclays, commented:

"Year in, year out, businesses across the UK achieve phenomenal success and growth. To therefore be selected as a regional winner of the Business of the Year award takes something extra special. Each has demonstrated not only all-round excellence in their field but convinced the judges that they have strategies in place to drive future growth."

Shape Technology Ltd will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said:

"The winners of this award are being recognised not just for the success they have achieved but also for their potential. They have impressed the judges with their business excellence."

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## **MEDIA ALERT:**

### **BCC and BT announce the South West regional winner of the Most Promising New Business Award**

Dorset Enterprise and Skills, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Most Promising New Business Award in the South West for the Chamber Awards 2005. The company (an Education Business Link organisation) won the BT-sponsored award for its vision, implementation and success, especially its excellent results and the contribution it is making to the local business community.

Andrew McGregor, Head of Marketing & Strategy at BT Business, commented;

"We were looking for new companies that clearly have potential for growth and a finely tuned 'nose for success'. In particular, the judges were searching for businesses that demonstrated the greatest vision and commitment in their quest to succeed. The competition was stiff as there were so many exciting new businesses that entered. We wish the regional winners every success in the next round of judging."

Dorset Enterprise and Skills will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said;

"Small businesses are the backbone of the UK economy. We need to identify and support businesses which we believe have the capability to go from strength to strength in the years to come. We hope this award will encourage them to continue the progress they have already made."

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## **MEDIA ALERT:**

### **BCC and BUPA announce the South West regional winner of the Business Commitment to the Community Award**

Dorset Community Action, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Business Commitment to the Community Award in the South West for the Chamber Awards 2005. The company (a Community Learning Resource Centre) won the BUPA-sponsored award for the steps it has made in becoming a centre of excellence for certain learning areas and for its help in supporting the small voluntary sector and local community groups.

Steve Flanagan, Commercial Director of BUPA, said:

“We were looking for companies that have developed creative and innovative projects or programmes that have had a positive impact on their local community or environment. Responsible businesses like these tend to have happier staff and customers and, as a result, a healthier bottom-line. We wish the regional winners every success in the next round of judging.”

Dorset Community Action will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said;

“Small businesses are integral parts of their local communities. Running a business is a demanding profession but many firms still commit to giving something back to the areas in which they are based. This award recognises those who have tried to make a real difference to their local community.”

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## **MEDIA ALERT:**

### **BCC and CILT announce the South West regional winner of the Export Communicator of the Year Award**

Shape Technology Ltd, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Export Communicator of the Year Award in the South West for the Chamber Awards 2005. The company (an engineering business) won the CILT-sponsored award for its smart approach to customer communication in foreign markets, including local advertising and seminars, the use of local agents, and a territory based sales team.

Isabella Moore, Director, CILT, the National Centre for Languages commented:

"Critical to doing business internationally is the ability to communicate effectively. Companies, no matter what size, that invest in language skills will not only find it easier to remove cultural barriers - they will also create more opportunities to grow, especially in emerging markets. The regional winners of this award have done just that and deserve this recognition."

Shape Technology Ltd will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of the Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said;

"Doing business abroad not only requires the right products – it requires an ability to understand and bridge cultural and language difficulties. Winners in this category have demonstrated their ability to achieve this, to the benefit of their businesses."

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## **MEDIA ALERT:**

### **BCC and Travelex announce the South West regional winner of the Export Business of the Year Award**

Shape Technology Ltd, a member of Dorset Business, the Chamber of Commerce and Industry, has been announced as the regional winner of the Export Business of the Year Award in the South West for the Chamber Awards 2005. The company (an engineering business) won the Travelex-sponsored award for increasing export sales through carefully focused strategies to 97% of the company's total business in just 3 years.

Tony Wilson Director, Commercial Foreign Exchange EMEA at Travelex, said:

"It takes guts to enter foreign markets but it takes greater skill and determination to make a success of it. We were looking for businesses that had not only gone the extra mile to tailor their products and services to suit overseas buyers, but that had structured their businesses in order to deal with the demand and risks inherent in trading overseas. The regional winners are 'exemplars' of this and we wish them every success in the national judging."

Shape Technology Ltd will now go through to the national judging and the chance to win the top prize of £25,000, courtesy of Microsoft. The National Winners of Chamber Awards 2005 will be announced at a Gala Dinner at the Royal Courts of Justice in London on the 24<sup>th</sup> November 2005.

David Frost, Director General of BCC said;

"Doing business abroad not only presents a great opportunity for growth – it also creates a number of challenges for business. The companies who have entered this award show how it can be done and will reap the rewards of expanding their markets and customer base in other countries."

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