



Technology Mentoring

Our client is a manufacturer and supplier of swipe card readers, proximity readers and associated equipment.

They were preparing for a bid for Tesco. Although they were expert in their field they did not have experience in the Internet Technologies. The solution for Tesco involved using their normal equipment, however data would be transmitted and managed using web technologies.

The data would be stored and managed on distributed servers using databases and web servers sending content to managers all over the organisation.

In preparation for their bid we assisted the management team in filling in the gaps in their knowledge so that their bid would be complete. Additionally we helped them present their bid to Tesco.

We allowed our client to bid for work that they would not normally be able to bid for. Indeed their main competitor in the Tesco bid, an American company, eventually purchased them as they were so impressed with their offering.