

CAMPBELL LEE REITERATES ITS STRENGTH IN SCOTLAND

Campbell Lee, Scotland's longest-established IT consultancy, says that it is reversing a drift to England for leading-edge iSeries know-how.

The Falkirk-based company, formed in the early 1970s, is the only Scottish-headquartered IT specialist with advanced partner accreditation for the iSeries. At a joint presentation in Perth this week, IBM and Campbell Lee gave a technical briefing on iSeries integration. Two senior specialists from Big Blue, Jyoti Dodhia and Andrew Fellows, supported by Rosie Cullen, James Kelly and David Hood, participated in the seminar and break-out groups along with Campbell Lee's Chris Jones. Fellows said the size of the Scottish audience was "exceptional".

One of Campbell Lee's customers, Liz Blunsum from Lemac, a Haddington-based engineering company, commented: "I'm glad to see a Scottish company taking the lead in educating existing IBM customers on the latest technology announcements. Local events are more convenient and economical than traveling south of the border."

Chris Jones of Campbell Lee said: "We're the Scottish standard-bearers for iSeries and we're pointing out that this specialist expertise exists here in Scotland -- you don't have to go south of Hadrian's Wall for it. We don't just understand IT - - we understand the whole crucial role of IT in helping businesses prosper."

Talking about the challenges of IBM's much-touted "on-demand" era, Campbell Lee managing director Gavin Muirhead said: "Increasingly, customers insist that we should be more responsive, flexible and resourceful. It's all about being faster and smarter. Once a client knows that he can have something tomorrow, he inevitably asks why he can't have everything tomorrow. The on-demand era clearly places huge demands on us. But whoever delivers what the client wants the next day is going to win, and we're determined that we're going to win."



Press Release

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Muirhead said that integration means having the ability and detailed know-how to manage complex technology seamlessly. The operating system, the middleware and the applications must all be considered. "Open standards means one size doesn't fit all. It means no matter what the operating systems are, you have to be able to handle them. We call this being 'technology-transparent'," he said.

Although Campbell Lee is considered by the UK industry to have a fairly firm grip on the Scottish midrange market, Muirhead added: "Hitherto, companies might have looked for specialist providers south of the border for the kind of innovative partnership we offer. Well, no more; the expertise is right here in Scotland and we're an active partner with IBM with thirty years of e-business knowledge and solutions to offer customers."

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