

partner

newsletter



Friends and Partners

As you can probably tell, I love this company, always moving, always changing, always improving, always having fun and planning for 2022 to be even bigger and better than 2021!

Now we've settled into our new home we've had a few visitors who all think it's the doo dah's, you're more than welcome to call in and see for yourself, when COVID-19 restrictions allow.

In 2021, we also had our first "in person" QBR since the beginning of lockdown, my first one, and it didn't disappoint. We met at Aspire venue in Leeds, a fantastic venue and it was good to see everyone together, enjoying the night and celebrating some of our award-winning staff and Teams, a couple of pics below.

We've continued to deliver successful workshops such as How To Create A DR Plan and have more in the pipeline this next quarter.

Our Contracts and Frameworks team have secured some fantastic awards and that part of our business continues to grow, a big thank to you our partners for your contribution to winning those awards.

We continue to support our nominated charity "Candlelighters" with 20 of our brave staff volunteering to do a parachute skydive, unfortunately it was postponed at the fourth attempt due to poor weather. We still have more plans in 2022 to continue our support.



Garry Hudson

Vendor Alliances Manager

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New Recruits

45x new starters joined us throughout 2021, across a wide range of departments. Here's some of our latest team members who have joined us over the last three months:



Umar Shah
Digital Marketing Executive



Joseph Quaye
Technical Consultant



Adam Blades
Business Development



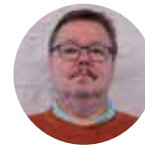
Ryan Marcano
Technical Consultant



Taylor Daniel
Sales Executive



Ellie Richmond
Sales Executive



Michael Wolthers
Technical Consultant



Stephen McCafferty
Compliance & Data Analyst



Liam Smith
Technical Consultant



Tom Hirst
Marketing Assistant



Chris Girdler
Business Manager



Michael Jones
Service Desk Engineer



Steve Norman
Commercial Director



Emma Bradley
Assistant Buyer



Anglian Water - 8 Years



PTG has secured a place on Anglian Water's eight year IT hardware framework. This framework is a first for Anglian Water and we are very much looking forward to helping deliver value to every one of their 5,000+ users.

NPG - 3 Years



PTG has successfully secured a place on Northern Power Grid's Technology Equipment and Related Services – Value Added Reseller Framework. This has been a 14 month process, we have shown real tenacity of purpose to hang in there and display our worth as a trusted IT partner to this major player in the utilities industry. It's a three year framework with a number of participants. Having displayed our ability to secure more than our share of wallet on similar frameworks – Northumbrian Water, Northern Gas Networks, Western Power Distribution – we will proceed with real confidence.

Managed Service Wins

Emico – Microsoft 365 Review



Ilke Home – Microsoft 365 Review



Coinford – Microsoft 365 Review



New Vendor Badges

HPE Silver Partner



Google Workspace



Performance

We've opened **117 new accounts** since our last newsletter. This shows our tenacity, throughout these unusual times. We have the most dedicated team, continuing to win new business and nurturing our existing customers. PTG has a fighting team spirit- it's a cultural thing for us that we're rightly proud of.





2021 an overview...

Growth, Hybrid Working, Investment, People, Training and Fun.

Despite everything, 2021 has been such a fantastic year at PTG. See some of our highlights:

Our acquisition by Fulcrum Technology Group adds an exciting new dimension to the business, becoming part of a bigger organisation will see some huge benefits as we integrate and develop our Vendor relationships across the UK and Europe, we'll keep you informed in the coming months.

We launched our own YouTube channel with regular Vlogs from our Marketing Team who do a great job of capturing and sharing our culture, with regular posts on LinkedIn, Instagram, Facebook, and Twitter, please check us out. **HIT THE SUBSCRIBE BUTTON!**

In the middle of the year, we launched our Sales Academy programme with the Class of '21, bringing in some new talent to nurture and develop under the guidance of Lee O'Conner our Sales Team Leader. Their progress so far- what a team of enthusiastic stars. And we have many more to recruit throughout 2022 - with plans to continually develop and grow from strength to strength.

Following continued growth and contrary to much of the market, PTG expanded into a new contemporary hybrid workplace in Leeds, investing £1.1m to create a brand-new state-of-the-art facility. The project titled '#OneRoof' created a new landmark HQ – bringing together teams and functions from both Reseller and MSP parts of the organisation. We've settled in nicely and all the visitors we've had love it.

Earlier this year we launched our Microsoft Mentoring Programme with specialist in-house Microsoft Accredited Training – led and mentored by our wonderful Marion Stanley.

45 new starters joined us throughout 21, across a wide range of departments- and the team will continue to grow in 2022.

Our sponsorship of the England Rugby League World Cup Team, as their Technology Partner will add some PTG excitement to the World Cup scheduled for later this year, we're looking forward to a great win.

We continue to support our Nominated chosen Charity Candlelighters, so far raising a whopping **£135,346.45** through various events and activities.

And finally – we decided to ditch the '*Shit Joke of the Month.*' They were very poor, for which I personally apologise!

"A successful organisation doesn't happen without great people. I am very excited to see what this year brings" - CEO, Stephen O'Brien



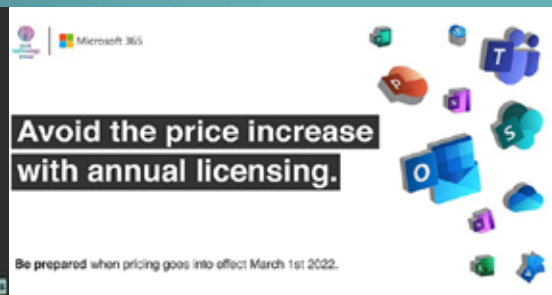


Events

Throughout 2021 despite the climate, we managed to deliver a number of successful call-out days with Partners and our Sales Teams enjoying various activities. We've had a number of Product Showcases and calorie-controlled lunches! We added over £3M to our pipeline, as a result of in-house spiff days in collaboration with major brands; HP, LMGlobal, Barracuda, Dynabook, and Philips to name a few.

We also hosted numerous virtual workshops and webinars across the year including; a 3 Part Cyber Security Series, The Microsoft New Commerce Experience, and How To Create A Disaster Recovery Plan.

Virtual Webinars & Workshops



Stay tuned for the new schedule

Speranza22 Sponsorship

2021 also saw the announcement of a new partnership with Speranza22 (S22) – a leading international invitational 7's team with a mission to showcase elite performance on the pitch, whilst donating their entire proceeds to numerous charities around the world. PTG joined as a Title Sponsor – supporting S22 alongside other international organisations including Reportage Properties, ARNCon, Spinneys and NOAF Interiors from Abu Dhabi and Dubai. Speranza22 won the International Open Men's Cup, prevailing with a 19-17 win in the final.

Culture Group

Developing PTG culture is vital to our growth. A strong, clearly defined, well communicated culture attracts talent that fits our organisation. It drives employee engagement and is essential for retention and loyalty. Culture also impacts how our people interact and develop interpersonal relationships. A fun and open culture greatly impacts happiness, satisfaction, and productivity in the workplace.

Developing a great workplace culture provides the opportunity to initiate growth in a professional and personal aspect. Culture promotes openness, encouraging employees to voice opinions and pursue values they believe in. With all this important stuff, we felt it vital to introduce and launch our new Culture Group. They are focused solely on creating, developing and growing our PTG culture into something even more wonderful! Follow us on social to see what we all get up too. Watch this space...**Thanks to all those who took part in making this year special.**

Let's see what 2022 brings...

Get in touch

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