

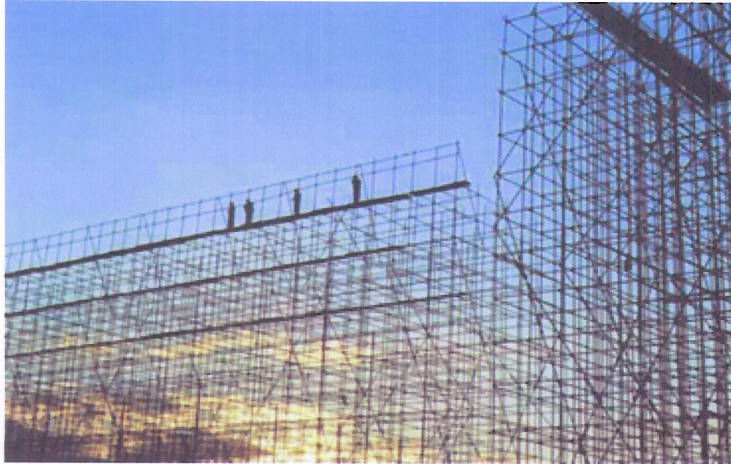
Framework success for Stone, Viglen and Softcat

Trio of firms make it onto all six Lots of CPC higher education Framework agreement

By Sara Yirrell

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23 Mar 2011



A total of 32 UK IT suppliers (see below for full list) have made it onto a coveted further education framework agreement worth an estimated £100m over two years.

The Desktop Hardware & Peripherals Framework agreement – awarded by the [Crescent Purchasing Consortium \(CPC\)](#) – ended yesterday.

It was divided into six Lots – Desktops, Laptops, Peripherals (printers, monitors), Interactive Whiteboards, Maintenance and Apple. Leading the pack were Stone, Viglen and Softcat, which made the grade on all six Lots.

Several players made it onto five Lots including Misco, Computerworld Wales, Dell, XMA and SCC, with Centerprise, European Electronique and CCS Media appearing on three Lots.

James Bird, chief executive of Stone, said he was delighted with the result. "This translates into a huge revenue opportunity for Stone," he said. "We are one of a handful of suppliers to make it onto all six Lots – we are particularly pleased to be on the Maintenance Lot and also the Apple Lot because we only secured our Apple Mac accreditation at the back end of last year."

Bordan Tkachuk, chief executive of Viglen said: "It is great to be on all six Lots – we have already won a £1m contract with Glamorgan University and another with the University of East Anglia – both of which had Dell incumbent. It is a tough market at the moment and frameworks like this are good for us because we can go out and start winning even more business."

Martin Hellowell, managing director of Softcat was also pleased with his firm's success. "This was the first time we had tendered for this framework, so to get on all six Lots is a great achievement. We are very pleased indeed."

Here is the full rundown of who made which Lot:

Lot 1 Desktops

Acs Office Solutions
BT Business Direct
BT Ireland
CCL Computers
Centerprise
ComputerWorld Wales
Dell
Equanet
Ergo
European Electronique
Genisys

Kelway (UK) Ltd
Lanway CBS Ltd
LDD Group
Millennium Business Systems
Misco
Novatech Ltd
Phoenix Office Supplies Ltd
RM Education Plc
Softcat
Specialist Computer Centre
Stone Computers Ltd
Viglen Ltd
Virtue Technologies Ltd
XMA Ltd

Lot 2 Laptops

Academia
Acs Office Solutions
BT Business Direct
BT Ireland
CCL Computers
CCS Media
Centerprise
ComputerWorld Wales
Dell
Equanet
Ergo
European Electronique
Getech

Kelway (UK) Ltd
Lanway CBS Ltd
LDD Group
Millennium Business Systems
Misco
Novatech Ltd
Phoenix Office Supplies Ltd
PP Consulting
RM Education Plc
Softcat
Specialist Computer Centre
Stone Computers Ltd
VdotCom Ltd
Viglen Ltd
Virtue Technologies Ltd
XMA Ltd

Lot 3 Peripherals

BT Business Direct
CCL Computers
CCS Media
ComputerWorld Wales
Dell
Equanet
Getech
Kelway (UK) Ltd
Lanway CBS Ltd
LDD Group
Millennium Business Systems
Misco

Novatech Ltd
Phoenix Office Supplies Ltd
Profile IT
QC Supplies Ltd
RM Education Plc
Softcat
Specialist Computer Centre
Stone Computers Ltd
Viglen Ltd
XMA Ltd
Lot 4 Interactive Whiteboards

CCS Media
CDEC
ComputerWorld Wales
Dell
Millennium Business Systems
Novatech Ltd
Softcat
Stone Computers Ltd
Viglen Ltd
Virtue Technologies Ltd

Lot 5 Maintenance

Academia
Centerprise
ComputerWorld Wales
Dell
European Electronique
Jigsaw
Lanway CBS Ltd
Misco
Softcat
Specialist Computer Centre
Stone Computers Ltd
Viglen Ltd
XMA Ltd

Lot 6 Apple

Academia
Equanet
Jigsaw
JTRS
Lanway CBS Ltd
MCC
Misco
Phoenix Office Supplies Ltd
RM Education Plc
Softcat
Specialist Computer Centre
Stone Computers Ltd
VdotCom Ltd
Viglen Ltd
XMA Ltd