

Capital Growth

Capital Solutions goes from Strength to Strength with Strategic Acquisition in North East

Capital Solutions, specialists in digital imaging equipment and document solutions for over 30 years, are pleased to announce it's acquisition of West End Business Systems, Aberdeen as of 1st December 2009. This acquisition is a further step in Capital's ambitious expansion plans.

Peter Major, Director of West End Business Systems commented "We are delighted to become part of Capital's highly respected organisation and to play our part in their growth plans for the North East." He continued: "By adding Capital's portfolio to our Konica Minolta range our clients will now have access to a much greater selection of products including Ricoh, Hewlett-Packard and Fujitsu. As well as supplying multifunctional devices, printers, scanners and faxes, Capital also provide Managed Print Services and Electronic Document Management".

West End Business Systems have been supplying and servicing their Aberdeen and North East clients with Konica Minolta digital office equipment since 1982. They have built up an excellent reputation for quality, integrity and local customer service and are therefore a good fit for Capital.

Tom Flockhart, Founder and Managing Director of Capital Solutions explained: "Acquiring West End Business Systems and bringing them under the Capital brand makes perfect sense for us – we share the same commitment to product and service excellence and are dedicated to providing our clients with first class advice and support. Capital has already made substantial investments in developing our operations at Virginia Street, Aberdeen and this latest acquisition further shows our commitment to expand in Aberdeen and the North East."

Capital Solutions has sales and operations in Edinburgh, Glasgow, Aberdeen and Galashiels. The plan is to move the West End staff into the Virginia Street showroom in Aberdeen early in 2010.

In addition to the acquisition a further two new sales appointments were announced, bringing the Aberdeen-based team to 18. These are John Ritchie, Contract Manager for the recently awarded Procurement Scotland Framework. John will look after Public Sector clients in the North East. Gary Boyd, Commercial Sales Executive will be responsible for new business sales, building on his substantial contacts and local knowledge following his time with Aberdeen Chamber of Commerce as Sales & Membership Manager."

2009 has been a busy year for Capital, despite the challenging trading conditions. They were appointed as Approved Supplier to the Scottish Public Sector Framework in June; launched a new Managed Print Service team in September; set up a new business team in Glasgow focussing on Konica Minolta products; and now this acquisition in Aberdeen.

Tom Flockhart commented: "This is an exciting and equally challenging time for Capital. I feel we are now in the strongest and best prepared position to meet our client's changing needs and best placed to capture opportunities from Managed Print Services in the corporate sector and equally in the public sector with our appointment as an Approved Supplier under the new Framework Agreement. Our latest acquisition in Aberdeen means our growth plan to reach £20 Million by the end of 2012 is firmly back on track."