

Keeping their customers' needs at the heart of all that they do



Customer: Sinclair Group

Sector: Automotive

What we did: PC's & Hardware

SINCLAIR GROUP

The Sinclair Group is South Wales' largest and most successful motor group providing a choice of high quality vehicles from a range of the world's most prestigious car manufacturers including Audi, VW, Mercedes Benz, Smart and Skoda.

As well as a dedicated commercial vehicles division and an approved used-vehicle service, Sinclair have their own Body Shop, Car Hire, Accident Management and Contract Hire service. Their success has been built by remaining focused on keeping their customers' needs at the heart of all that they do – a perfect match with Novatech's own values.

Working with Novatech

The Sinclair Group is one of Novatech's most valued customers and we have been providing them with their IT requirements for over seven years. With over thirty sites and numerous facets to

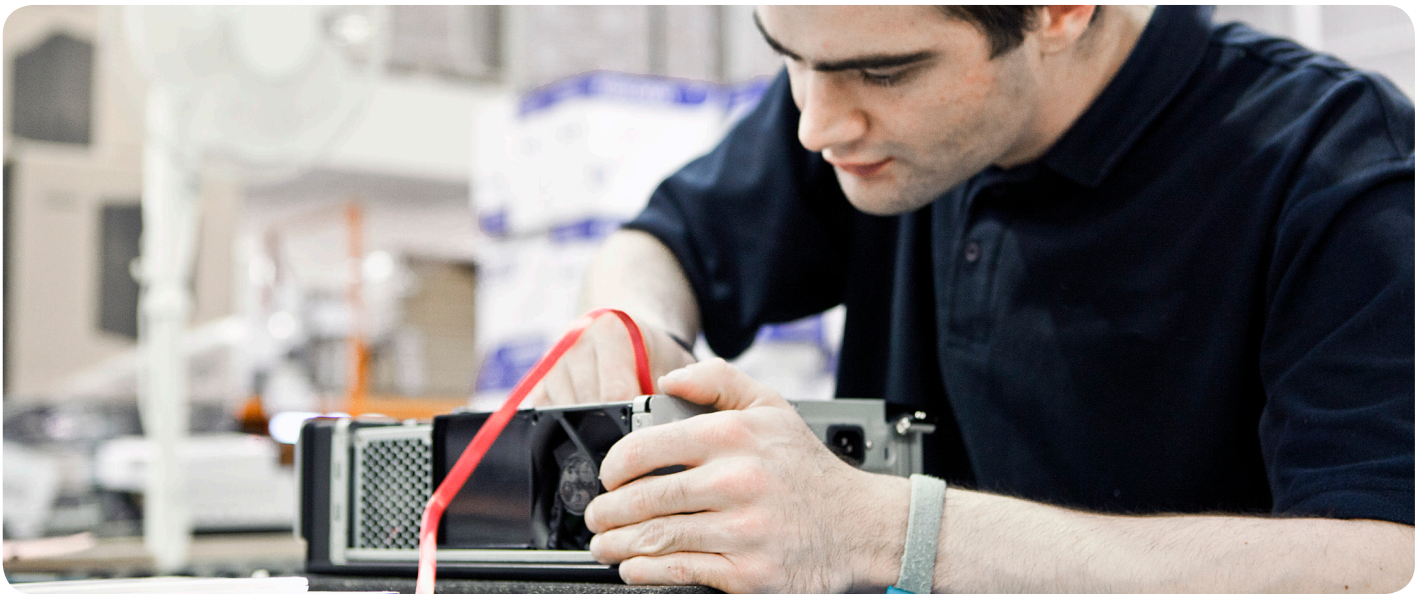
"Working with Novatech we get exactly the kind of service you'd want from a supplier"

their operation, it is essential that all aspects of their IT infrastructure work together efficiently and that they can rely on quality support and service.

Novatech supplies the Sinclair Group with all their PCs and peripherals as well as essential software and

licences necessary to keep a blue-chip company running smoothly. Novatech's Account Manager Jane is in regular contact with their IT Manager – both to respond to requests for specific new products and to plan the sensible management of the lifecycle of their existing products.





Sinclair not only use Novatech's own PCs, but have also benefitted from Novatech's purchasing power and expertise in sourcing peripheral hardware from other manufacturers. When they needed to procure new printers capable of running specialist programmes, Jane took the software to our in house engineers to ensure that the prospective models could deliver the performance required, and then provided Sinclair with the best solution at the most competitive price.

The motor group also had a detailed requirement for webcams for a specific function and so, again, they enlisted Jane's help to ensure that they got the right tools for the job, at the right price.

"Working with Novatech we get exactly the kind of service you'd want from a supplier. They give us informed advice, competitive pricing and prompt delivery and that all goes to make it an ideal working relationship. Having the direct number of our own dedicated account manager who knows our business and specialist requirements is a real plus, and I am happy to recommend Novatech to anyone".

Chris John, I.T. Manager

"Having the direct number of our own dedicated account manager who knows our business and specialist requirements is a real plus"

Click, Call or Visit

novatechbusiness.co.uk • 023 9232 2700 • Portsmouth, Reading, Bristol & Cardiff



worry free computing.