

## COMPANY PROFILE

## FOCUS ON: PARAGON DATA SERVICES

# Move marks beginning of new era for local firm

**THIS year marks the beginning of a new era for local company Paragon Data Services (PDS).**

Now under new management, the company which provides Network Infrastructure and AV Display Solutions for a diverse range of educational establishments and companies across the country, has recently relocated to larger offices in the heart of the city.

The Wyke Street base puts the company in a prime location near to the major routes in and out of the city. It also has a larger storage facility, allowing the company to purchase and stock more materials, therefore providing a quicker turnaround for its customers at more competitive prices.

Head of the new management team, Iain Bland, said he decided it was time to bring the professional and high-quality reputation PDS has built in the past 10 years, into the city centre, bringing its services closer to an impressive list of customers.

Iain said: "The plan is to take the company to the next level. By responding to requests from existing and new customers alike, we have had to broaden our portfolio of products and services to accommodate the evolving marketplace."

The company takes the project management away from the customer and aims to provide exactly what each client is looking for as part of the total package.

"We try to come up with innovative solutions and provide high standards of customer service from start to finish, including a strong aftersales service to ensure

We try to come up with innovative solutions and provide high standards of customer service from start to finish, including a strong aftersales service to ensure each customer is 100 per cent satisfied

## IN SHORT

**A MOVE to new premises on Wyke Street, in Hull, marks the beginning of a new era for Paragon Data Services.**

**Now under new management, the company, which provides network infrastructure and AV display solutions, is hoping to secure contracts with more local businesses.**

**Head of the new management team, Iain Bland, hopes to take the company to the next level, by extending its portfolio of products and services.**

each customer is 100 per cent satisfied," said Iain.

Structured cabling solutions for voice and data networks remain a major service provided by PDS, however technical advances in the way classroom lessons are delivered has resulted in a huge increase in the installation of interactive white board and projector packages. The education marketplace has also provided a vehicle to increase the installations of IP CCTV, digital signage and AV systems.

PDS has also seen an upturn in the request for the installation of fibre optic infrastructures

"On some occasions, fibre optic infrastructures are the only means of delivering the high speed and quality of service demanded by today's bandwidth-hungry applications" Iain said.

It's impossible to name the full list of products and services available through Paragon Data Services, which strives to meet the individual needs of every customer. PDS remains in constant change continually advancing and adapting to accommodate technical advances and customer expectations.

Iain's attention to detail comes from a background of managing major accounts for companies, such as Revlon Cosmetics, Electronic Arts, N-Power & BT, both in the UK and in Europe.

"Our highly experienced engineering workforce operating as a flexible and efficient 'tight knit' team, well versed in customer satisfaction, is the key to our continued and future success." He said: "We know we provide a high-quality service and the feedback from our customers since the management changes has already been fantastic."

Paragon Data Services already has an impressive list of customers around the UK, stretching across all industries from finance, to local



**MEETING CUSTOMER NEEDS:** From left, telephone sales manager, Ruth Haycock and managing director, Iain Bland

**PICTURES:** Jerome Ellerby



**MOVING ON:** The new premises on Wyke Street, in Hull, offer larger storage facilities and easy access in and out of the city

## IN CONTACT

**Interested in featuring YOUR business in The Company Profile?**

Contact Mel Lewis at The Business on:  
(01482) 315237

authorities and educational establishments. Iain's ethos is to treat each client as if they are the only client, ensuring each one receives the same high standards of service.

Iain said: "What sets PDS apart is our attention to detail. We make sure we know the job inside out and have all angles covered, so it's a smooth transition when we get on site and start doing the work. Our customers have confidence in our ability to do a great job with the minimum amount of disruption."

Iain believes it's the finer details

of running a business that makes it a success and provides a service that the customers can put their trust in.

Now settled into its new Hull premises, the future is looking bright for PDS as it continues to attract more local businesses, while remaining loyal to those that have supported the company since it first opened a decade ago.

For more information, call Paragon Data Services, 1-3 Wyke Street, Hull, on: (01482) 581155 or email [info@paragondataservices.co.uk](mailto:info@paragondataservices.co.uk)