

Orchard - at a company near you...

Orchard has always had a wide and varied customer base. We are very proud of our ability to provide a cost effective and efficient solution whether you employ 1 or 1000 people, and whatever market sector you are in. Here are two of the companies that have recently brought us new business.

Viper Subsea

Viper Subsea are a Tickenham based company who specialise in management, engineering and procurement services to the offshore and subsea oil and gas industry. Viper's primary role is the design and supply of subsea distribution systems and equipment, they also have a market presence in the offshore wind turbine arena.

Since the directors of Viper Subsea, Neil Douglas and Max Nodder, entrusted Orchard to maintain their computer equipment here in the West, they have opened a new office in Aberdeen. Orchard has supplied the server, hardware and software and all the technical help required to get this office up and running and ensure that there is full data replication between the two sites.

Neil Douglas comments "All of us at Viper Subsea have been truly impressed with the staff who have been very professional, friendly and demonstrated a very high level of expertise. Being able to outsource the IT supply and support services to Orchard Computers has enabled us to concentrate on our core business, in the knowledge that the crucial function of IT is in safe and reliable hands. Orchard have ensured that the systems that have been put in place have been suitable for the size of our company, but we have also seen how they can be easily expanded to accommodate the rapid growth in our business."

"Our IT infrastructure has been set up to enable our staff to work from home as much as possible. In fact, a number of our employees work predominantly from home but are always 'virtually' in the office. This flexible approach means we have been able to recruit a team who are all highly experienced in the industry, whilst not having the added expense and upheaval associated with personnel relocation."

At the beginning of October, Viper

Bristol Drugs Project

Bristol Drugs Project is a charity conceived of by a group of probation officers who saw a need in society for such an organisation. In 1985 they secured funding and in 1986 an office was opened in Bristol City Centre.

With an estimated 7,000 users of heroin and crack cocaine in the city, Bristol has one of the toughest drugs problems in the UK. Whatever we think about drug use, it is a fact of life, which affects most of us indirectly and a growing number of us personally. Bristol Drugs Project plays a vital part of tackling Bristol's problem, providing free and confidential information, advice, counselling and treatment to over 3,000 individuals with a drug problem in the city each and every year.

Bristol Drugs Project has grown significantly in recent years, with services provided by over 70 staff and 50 volunteers. Help to drug users and their families is provided in the heart of many communities - with 3 city-centre based buildings, 2 mobile harm reduction trucks operating at a dozen locations and services and staff based in 40 GP practices, prisons, probation offices and secondary schools. "Good communication is at the heart of our success and we are excited about working with Orchard on ensuring that our IT infrastructure enables us to keep working effectively and efficiently," says Don Baker, of Bristol Drugs Project.

Bristol Drugs Project came to Orchard via the acquisition and has been able to offer them a cabling service not previously available to them with Computer Support. This is what Don Baker had to say: "Orchard Computers installed a complex structured cabling arrangement, involving fibre optic links into a Listed Georgian Building which demanded an architecturally sensitive approach."

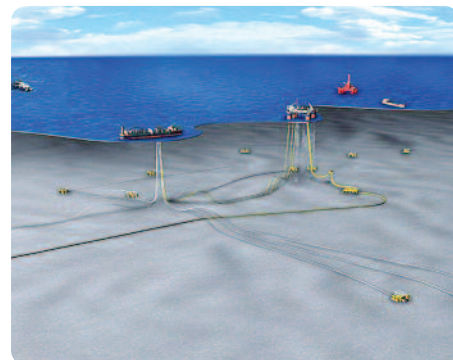
"The work was taken on at short notice and in a very tight time frame. The environment was difficult and involved working around other contractors. Orchard's staff performed to a very high standard, were very flexible and came up with innovative solutions to tricky problems. A faultless system was delivered on time, to specification and to budget. The whole project was a pleasure to be involved with."

Subsea was awarded, by the North Somerset Business Club, the Siân Lloyd-Jones trophy for the best young business in North Somerset. The use of IT systems was one of the assessment criteria for the panel of judges.

Having the flexibility of a 'virtual' office might help your business too. If you would like to find out more about how Orchard can help you please contact sales on **0117 30 300 30**.



BDP Headquarters



Typical subsea field layout © Chevron Corporation