

C5 Alliance

Isle-news

15 March 2011



orchid
COMMUNICATIONS

Channel Island's C5 Alliance finds business solution in Malta

C5 Alliance, the Channel Islands-based IT consultancy, has formed a strategic alliance with Maltese firm Ascent Software to further strengthen the range and depth of business solutions to their growing portfolio of clients.

The two companies already enjoy a business relationship and have worked together successfully on a number of projects in Jersey and Guernsey. The decision to develop the partnership stems from the synergies and work ethics that were identified during work on these projects.

The connection with Ascent Software began at an initial meeting between C5 Alliance Managing Director Mark Loane and Ascent's Chief Executive Joseph Sultana in Jersey in 2009.

Mark Loane subsequently travelled to the Mediterranean island to gain an understanding of a project Ascent had delivered for the Maltese Government. C5 Alliance has worked with States departments in Jersey and Guernsey and was impressed by the investment in IT best practice in Malta.

Ascent Software shares C5 Alliance's ethos and commitment to delivering bespoke solutions for clients that match their expectations and are delivered to budget and on time. Ascent Software are experiencing rapid growth and at present employ 35 consultants who possess similar expertise in Sharepoint 2010 and Microsoft CRM, adding further strength to the C5 Alliance team.

The working partnership is initially an informal arrangement but already members of Ascent's highly skilled staff are in Jersey working on C5 projects and getting to know local clients.

C5 Alliance is committed to developing strong local talent and as part of its relationship with Ascent Software has agreed to fund visits by local students to Malta as part of their work experience, enabling them to develop a broader perspective of the IT industry.

C5 Alliance Managing Director Mark Loane said: "This is an important alliance for our company. We are growing quickly and are delivering some highly sophisticated solutions for our clients. Whilst we are actively nurturing local talent, we also need to find experienced and skilled people to meet our customer demands. That has not always been possible locally and so having access to the team at Ascent Software is going to be very beneficial. It will provide continuity for our ongoing projects and enable us to provide fresh insight into some of the challenges businesses are facing."