

# Ex rail IT manager launches new business to help IT infrastructure across the industry

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The former Global IT manager for a leading rail firm has launched a new business which aims to provide first-class IT services for SMEs.

AiMTECH Business Services Ltd brings together over 20 years' experience of providing IT solutions for businesses.

At its helm is Arron Marsden, who was responsible for the creation and delivery of IT strategy and accountable to team delivery in the UK, India, Germany, USA and China for a major Rail OEM.

He said: "The focus of the company is on customer experience, taking care of the IT services of SMEs, to allow them to concentrate on the business.

"We don't just provide one-off solutions, we also create IT strategies for clients to ensure long-term success and an approach to technology that evolves with businesses.

"It all came about trying to locate a decent IT provider that is able to provide and manage IT services,

technical support and implement practice – a full turnkey solution.

“I could never find that happy medium – they were either really good technical guys with no interpersonal skills, or they were hard faced sales guys.

“I thought it was something I could do a lot better, mixing the good customers service with my technical background.”

Born is AiMTECH Business Services Ltd, which already has several contracts with clients looking to improve their IT infrastructure. The company is also proving vital in helping businesses to keep operating during the coronavirus pandemic.

Among the services being offered includes everything from infrastructure support and cyber security, through to remote support and a bespoke IT strategy.

Arron said: “We’ve had a really good response so far which I think is down to the high priority we place on customer experience and the way we explain problems and provide solutions. We’re not talking tech, we are talking delivery.

“We are already making a big difference to companies who are realising the importance of having first-class IT infrastructure in place and that we are the ones who can be counted on to be able to do that.”

For more details visit [www.aimtech.ltd](http://www.aimtech.ltd)

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