

Gateshead's Advantex Wins £2m Worth of New Contracts

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National work for a rail vehicle manufacturer is among a clutch of wins for North East technology specialist **Advantex**, which has won more than £2m worth of new contracts since November 2018.

Hitachi Rail is investing further with the Gateshead-based firm, placing additional undisclosed orders for network infrastructure services to support its nationwide network of train depots, following an initial investment in Cisco technology in early 2018.

Advantex currently provides enterprise-grade network services to Hitachi's multi-million-pound facility in Newton Aycliffe, so this latest success is seen as further confirmation of the company's capability to support large multi-site operators.

The new work is the latest success for the technology specialist, which provides advanced wireless IT, communications, infrastructure and physical security, including network-based CCTV systems, to regional and national customers.

Currently employing a **60-strong team and looking to hire additional engineers and account managers, Advantex has seen a 27% growth in overall sales revenue in the last 12 months.**

This is expected to increase as it continues to invest in its workforce, utilising the additional capacity to secure extra work and support new product and service launches.

Advantex has grown on the back of major project work for **Galliford Try, GE Oil & Gas, Newcastle Airport and Unipres among other customers**, and is an accredited **Microsoft Gold, Cisco and Mitel partner.**

Steve O'Connell, sales and marketing director, said new contract success comes as a growing number of companies are reviewing their technology requirements.

They are also investing on the back of improvements in business performance, cyber security and improved communications.

He said "We have worked hard to secure significant growth, so achieving more than £2m in sales in great news. With that comes the opportunity to expand the company, bringing on more people to fill key roles across the business"

"As a partner of leading global technology companies, we're also going from strength-to-strength, winning more and more work, both nationally and regionally, through our focused approach on benefits-led and quantifiable technology solutions."