

# ATG Access



Founded in 1995 and based in Warrington, ATG Access are market leaders in the development and application of traffic management systems. The effective management of traffic requires a system that is powerfully secure, yet inconspicuous and attractive. The ATG Access Bollard systems combine strength with discretion; the company firmly believes that, above all, security should be adaptable, effective and discrete.

ATG Access' Managing Director, Glenn Cooper had used CCL at a previous company to help him with a specification, selection and implementation project. Glenn realised that ATG Access' business systems, based around Sage Accounts and spreadsheets, were not going to support the market demand and ambitious growth plans the company anticipated, so he contacted CCL again.

CCL initially spent some time educating ATG personnel about the benefits that could be gained from the effective selection and implementation of modern integrated business systems and then moved on to produce, alongside ATG Access' project team, a detailed Statement of Requirements, Supplier Lists and an ITT. The project then moved on to the selection of a shortlist and the preferred supplier was asked to go through a series of tailored demonstrations.

As a DTi accredited consultancy, CCL were able to work with Business Link, North Manchester, who have proved particularly supportive of ATG Access' project, providing not only a significant



proportion (45%) of CCL's consultancy costs but also training and consultancy in other, unrelated aspects of the business. All round a demonstration of "old" and "new" teams working together.

Glenn says of the project "CCL's practical approach and their consideration of a client's budget and expenditure makes a refreshing change. The effort and commitment shown by their consultant, Rob Fishburn, in achieving a successful outcome for ATG Access has been particularly commendable. Business Link have also been invaluable in terms of their financial support and general advice and guidance."

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