

## EXECUTIVE SUMMARY

Robert Stillwell is Director of finance and assumes responsibility for the day to day running of Winns Security Services. After completing an HNC in engineering he worked as a Transmission Craftsman in the gas distribution industry for 13 years. In 1986 Rob moved into the Financial Services Sector and set up his own Financial Services Company providing financial advice to individuals and companies. ,

In 1989 Rob set up Winn's Security Services to address an identified need in the market. Although he subsequently sold his financial company in 1999, Winn's continues to run and flourish today with over 150 personnel.

In 1992, as a result of visiting sites in connection with Winn's Security Services, Rob identified the need for a cleaning company that provided a high level of service. In consequence, Rob joined forces with Alan Davies to form Simply Better Services. Rob and Alan have been friends since their school days where they shared, and still share, common sporting interests.

Alan is Director of Sales and Marketing and Customer Care. He left school and started a career in catering. He soon became a qualified chef and worked at many high profile establishments before entering into the field of Catering Management. Alan quickly progressed to Blue Chip companies, such as BCCI, before changing direction and utilising his natural flair for sales within the industry. Alan received many accolades within the industry and his marketing ideas won him many awards.

Within its first year of operation it became necessary for Winns Security Services to move offices for the second time in order to accommodate the rapid expansion of both companies.

At present Winns Security Services is approaching the 2.5 million pound turn over, employs over 150 staff, and has sites and contracts for clients in both the Public & Private sectors

From the beginning both Rob and Alan adopted a hands on approach to the day to day running of the company and their company motto of,

***'Personal enough to care, professional enough to deliver'***

is one that they continue to adhere to today.