

First year GP targets surpassed by medical accountants

GROWTH

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A TEAM of North East medical accountancy specialists has smashed targets for its first full year in business, tripling expectations by winning over 65 GP practices as clients.

Launched in July 2013, BW Medical Accountants Limited – sister company to independent financial advisers Blackett Walker Limited – focuses on advising medical practitioners and GP practices across the country.

Led by chartered accountant Keith Taylor and tax specialist Peter Waller, the business operates in the unique and highly-regulated healthcare sector and now has a client portfolio reaching over 400, including doctors, consultants, dentists, retired practi-

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tioners and personal tax clients. Keith Taylor, BW Medical's head of medical services, who has recently been made managing director, said: "When we launched the business it was just Peter and I with the backing of the Blackett Walker board of directors.

"Our business model anticipated 25 GP practices by the end of the first year but we managed that in a few weeks and fortunately we have been able to recruit individuals with a proven track record in the medical accountancy sector to service the growth, something I think is vital for our continued success."

BW Medical now has a team of 15 permanent staff, with clients across the North East, Cumbria, Leicester, Humberside and Lincolnshire.

Mr Taylor said his business strategy of targeting GP practices across the country with the financial backing of Blackett Walker has proved decisive in producing growth.

"All we need is to bring 10 more practices on board and we will have moved through a critical mass figure that will mean we become self-sustaining with the current complement of staff.

"A sound base for further expansion, particularly when you consider we've got to this stage without any external borrowing.

"I think in the position we are now, and with our ability to recruit ahead



➤ BW Medical Accountants experts (front row, left to right) Keith Taylor and David Elliot (back row, left to right) Kevin Walker, Peter Waller and Rachael Mackay

of the game, we should have 80 practices on board by the beginning of 2015."

BW Medical and Blackett Walker purchased a 5,000sqft head office in Gosforth, Newcastle, where it can

continue to build a sustainable business. As managing director, Mr Taylor is also charged with developing the company's core talent, providing opportunities and investing in the future of its people. "I have always

believed, as a manager, 50% of your time should be comprised of managing your team – it is something I have done for many years.

"I really enjoy seeing talent get fulfilled."

Architects land care home project

ARCHITECTS Alston Murphy are making an ambitious push outside the region on the back of winning a host of new contracts in Ireland.

Among recent deals, the Newcastle practice has secured a three-site care home contract with Silver Stream – one of Ireland's biggest care home operators.

The deal will see the firm design a 115-bed care home in Glasnevin, Dublin, and add extensions totaling 60 beds to four existing homes in Ireland over the following year.

The practice recently completed the design of its 100th care home.

Head of practice at the firm, Iain Murphy, puts its recent success

down to several factors. He said: "We believe that care homes do not need to look like institutions, and the steady growth in the amount of work we are winning outside the North East shows that offering an imaginative blend of practical direction and design plus a belief in putting real soul into our designs pays off on the bottom line.

"Although we work across a range of sectors, residential care has been our specialism since we set up the practice 23 years ago.

"A rapidly ageing population and growing need for care homes is driving the market and our experience makes us well placed to take

advantage of the boom, both in the North East and further afield."

Alston Murphy is behind the design of more than 40 of the North East's care homes.

He said: "Most of our work comes via recommendation, and from successful care home operators who recognise that they get a better return on their investment from homes that are designed around generous room sizes, good quality finishes and effective use of natural light.

"They not only appeal to residents but also make them nice places to work, which in turn attracts high-quality staff."

IT help for graphics firm

ASPIRE Technology Solutions has formed an IT partnership with AlphaGraphics North East to upgrade the firm's core infrastructure and systems in the UK.

AlphaGraphics North East is a design, print and marketing agency established in the 1990s.

The company forms part of the AlphaGraphics network of nearly 300 franchises around the world, with centres in the UK, USA, Brazil, China, Mexico, Russia and Saudi Arabia.

AlphaGraphics North East is ranked in the top three worldwide and currently runs all the AlphaGraphics centres in the UK.

Shaun Richardson, account manag-

er for Gateshead-based Aspire Technology Solutions, said: "As part of our technology partnership, Aspire has upgraded the company's existing core infrastructure at its head office in Stockton.

"The technology plan and 24/7 support also covers the company's sites in Newcastle, Middlesbrough, Nottingham and Milton Keynes."

Stephen Jones, IT manager for AlphaGraphics said: "Out of all the companies that responded to our tender for this project, Aspire were the most professional and helpful. We knew what we wanted and Aspire interpreted our brief and proposed a solution."