

Setting the pace

By **IVAN BARTELO**

CHIEF EXECUTIVE OFFICER, 6PM HOLDINGS



IVAN BARTELO is the founder and CEO at 6PM Holdings plc. He has been involved in a number of consultancy and IT roles for over 20 years and has gained valuable, in-depth experience across many aspects of IT including product development, business strategy and management, as well as training. Since inception of the 6PM Group, Ivan has been involved in a number of major projects for high profile companies including British Airways (UK), CAP Gemini ASPIRE (UK), Verizon (United States), Manulife (Canada) and Storebrand (Norway).

Perseverance and a “can do attitude” are the secrets of success behind the walls of 6PM House in Malta. 6PM Holdings plc, better known as the 6PM Group is one of Malta’s leading ICT and Business Solution providers.

Founded in 1996, the 6PM Group grew from revenues of €50k in 1996 to a record of €10m in 2012. This growth did not happen out of sheer coincidence; this success has been achieved due to the fact that at the heart of 6PM there is a clear business vision and a delivery passion focused on customer needs and the realisation of business benefits.

The name 6PM stands for “the 6 ‘P’ model.” With a delivery Philosophy based on the 80/20 Pareto principle, we at 6PM aim to provide and deliver to our customer’s early business benefits. Our delivery philosophy is governed by nine Principles that are purely derived from applied common sense. Both the delivery philosophy and the governing principles are embraced by our people, who represent a flame that instils confidence and trust in our customers and stakeholders. In our words, we “Set the Pace.”

The 6PM Group operates from three offices. Our Sales and Technical Consultancy office is based in London and our delivery capability is shared between our head office in Malta and our office in Skopje, Macedonia. Employing 130 technologists supported by a strong business team of 20 people, the 6PM Group today offers a variety of services and products ranging from Infrastructural Services and Products to Health Clinical Administrative Solutions.

6PM’s main market is the UK. Over 5 years ago the Group took a conscious decision to enter in to the Health market and since then has been developing itself in to a key player in this space. With the NHS being our largest single customer, today we are very proud to be solution providers of HIV Management and Stroke Management solutions developed and deployed in collaboration with world leading clinicians and health specialists.

With Malta’s leading organisation engaged in care for the Elderly, Care Malta and 6PM teamed up in early 2011 and formed emCare360 Ltd. This new investment seals 6PM’s footprint in Health. emCare360 is a pragmatic health care solution providing eCare (environment focused) and eMonitoring (person focused) services. Through a

business model that supports three take-to-market business strategies, emCare360 can engage with other Care Business providers, Care Intermediaries and Consumers. By June 2013, emCare360 Ltd will be providing the eCare and eMonitoring services to over 11,000 people on the island. (www.emcare360.com)

While through our Agile expertise we have been indirectly involved in education since 1996 through the delivery of many training courses in the United States of America, Canada, Scandinavia, India, UK and Malta, we decided to be involved directly in this space.

After several workshops amongst several stakeholders, 6PM decided to invest in the QuickSuite. Our development road map extends through to 2015 and we have already successfully launched QuickPM.

QuickPM is the Quick online Professional Mentor. Aimed at Students, Job Seekers, Novices and Practitioners, QuickPM is an online knowledge base providing Guidelines and In-Practice advice to people that aim to be agile and experience a journey from being good to great. QuickPM is an interactive online service offering users the ability to learn online through our weekly Webinars, published case studies, online meetings with Industry Experts and more.

6PM’s ambition is to have a social network with a difference, a difference that enables people to learn while they socialise online. (www.quickfocus.com)

Between 1996 and 2003, 6PM was a small, 10 people company based in Malta. In 2004, when Malta joined the European Union and the gates were opened 6PM was allowed to grow and the first step in the right direction was to register 6PM in the UK.

In 2007, 6PM Malta and 6PM UK under the holding company – 6PM Holdings plc floated on the Malta Stock Exchange on 25th September 2007. In 2010, the 6PM Group started to experience growth and acquired 70% of Softweb Limited operating in Malta with more than 200 customers. In 2011, the Group had a successful rights issue and raised cash to continue to grow. It was at this time that 6PM Group acquired 100 per cent share in Compunet, a leading ICT Infrastructure provider operating in Malta and the UK. In addition, the 6PM Group took up other investments in emCare360 Ltd, Makeezi Ltd (Data Centre) and DSG Ltd (eGovernment specialised consultancy). (www.6pmsolutions.com)