



Case Study – Topwood Ltd

“We will soon be recruiting administration staff from the local area to service the extra demand!”

A specialist Cheshire document management and storage company has won three new contracts and will boost its revenues by 20 per cent just by installing superfast fibre broadband.

Topwood Ltd is one of more than 83,000 businesses and households which now have access to the high-speed technology thanks to Connecting Cheshire, the fibre broadband partnership between four Cheshire Councils and BT.



The two key benefits of Topwood’s new systems are superfast uploading and downloading of documents and authorised clients being able to easily access their documents through the Cloud from anywhere in the world. The paper chase has become a cloud base.

Managing director, Tom Gilruth, says the huge improvements are down to the superfast technology.

He said: “Since the launch of our EDM solution just a few months ago, we have already managed to secure three pieces of new business. Without the ability to offer the benefits of cloud-based electronic document filing, only possible since we have had superfast fibre broadband, we would not have been able to win this new work.

“We will soon be recruiting administration staff from the local area to service the extra demand taking us from 1.5 to 3 admin employees, a 100 per cent increase in this area. It has transformed our business!”

