

BUSINESS INTELLIGENCE • eSOURCING • CONSULTANCY SERVICES • TRAINING & DEVELOPMENT • CONFERENCES & EVENTS • IT SERVICES & SOLUTIONS • MARKETING SERVICES



DELIVERING
EXCELLENCE
THROUGH
INNOVATION





Timeline

2010

Launch of Procurex National – NEC Birmingham
Moorhouse Consortium, which includes BIP Solutions, awarded place on Buying Solutions framework agreement (Management Consultancy and Accounting Services)

2009

25th Anniversary – Move to Medius HQ Pacific Quay, Glasgow
Acquisition of Tenders Ireland service
Award of consultancy contract by Public Procurement Regulatory Commission in Kosovo
Award of consultancy contract by EuropeAid for public procurement reform in Montenegro

2008

Inaugural Procurex Scotland event
Launch of CompeteFor.com portal
Award of consultancy contract for United States Agencies for International Development
Awarded ISO27001 status
2 millionth contract published since 1998

2007

SME Business of the Year – National Business Awards for Scotland
Delivery of eTenders portal on behalf of UAE Armed Forces General HQ
Delivery of consultancy services to Kenyan Ministry of Education

2006

Launch of Supply2.gov.uk portal
Launch of Select Accredited

2004

20th Anniversary
PASS brand established
Launch of Contrax Ireland

2002

Inaugural GO Awards
Launch of MOD Defence Contracts Bulletin (MOD DCB)

1990s

Launch of Government Opportunities (GO) magazine
Launch of Tracker – electronic contract information service
Launch of Defense Contracts International (DCI) service
Launch of MOD Works Services Opportunities
Launch of Market Testing Bulletin

1980s

First external seminar
Launch of Contrax Weekly magazine

Please refer to www.bipcorporate.com for the latest information about the company

Who we are

BiP Solutions is a global market leader in the provision of cutting-edge solutions and services that help optimise supply chain value.

Based in Glasgow, UK we have over 25 years experience in helping buyers and suppliers facilitate business with each other effectively and efficiently. We support organisations at all stages of the supply chain which seek to develop their market intelligence, capacity and skills.

Where we've come from

BiP Solutions (formerly Business Information Publications) was formed by Ron and Les Burges in 1984 to produce the first comprehensive journal of public sector contracts information in the UK – *Contrax Weekly*. The company changed its name to BiP Solutions in 2004, to better reflect the range of services provided.

Since 1984, BiP has led the way in introducing innovative eTendering solutions, contracts information and market intelligence services, procurement events and consultancy, and supplier accreditation schemes. The company has expanded its offerings beyond the UK, with customers in Europe, the Middle East and Africa. BiP has built a formidable reputation as an expert voice in all areas of public procurement, and as such its consultancy services are in high demand.

BiP's clients include organisations from across the entire UK public sector – from local authorities through to central government departments, agencies and other bodies. BiP's penetration within this marketplace is such that over 500 public sector organisations use a BiP service during their tendering process. BiP's expertise has also been recognised outside of the UK, with a number of government organisations overseas relying upon the company's services.

To keep pace with the increase in demand for its services, BiP has expanded its services and workforce. Since 2001 staff numbers have more than quadrupled to more than 220, with further growth planned.

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BiP Values

passion

- Be passionate about our business and be proud of our products and services
- Commit to openness to new ideas, continuous improvement and a willingness to implement creative and innovative ideas and solutions
- Achieve results and celebrate our successes

integrity

- Commit to legal compliance, honesty, truth and fairness
- Accept accountability, admit mistakes and learn from them
- Focus on finding solutions and achieving results, not on excuses and blame

respect

- Value others, and appreciate and respect their diverse backgrounds, experience, styles, approaches and ideas
- Help to achieve the full capabilities of others by providing opportunities for skills development and personal advancement
- Collaborate with colleagues to ensure there is cooperation at and between all levels across the organisation and break down internal barriers



Products & Services

BiP Solutions' products and services are delivered under seven capability pillars: **Business Intelligence; eSourcing; Consultancy Services; Training & Development; Conferences & Events; IT Services & Solutions; and Marketing Services.** Our capability pillars reflect the wide range of skills and expertise that BiP can bring to bear on behalf of its customers and clients, and cement BiP's position as a global market leader in the provision of cutting-edge solutions and services that help optimise supply chain value.

BiP's success is based on enabling and building capacity in communities of users in both the public and private sectors. We support organisations at all stages of the supply chain - from micro SMEs through to multi-national corporations and government departments. We deliver valued, innovative solutions which help to optimise supply chain value by providing both buyers and suppliers with the training, skills, intelligence and services they require to become more effective in commissioning, procurement and supplier management.

Understanding the requirements and challenges of each sector enables the company to deliver services that are comprehensive, consistent and connected.

Our customers' feedback is important. BiP's staff are in contact with buyers and suppliers each working day, and the intelligence gathered from these interactions has a direct influence on the development of our services.

BiP's brands are recognised and trusted, and provide the assurance that they will help both buyers and suppliers conduct their procurement activities in an effective, efficient and compliant way.

Business Intelligence

BiP Solutions delivers essential business intelligence to thousands of public and private sector organisations each working day. This intelligence helps them to identify and respond to calls for competition, so fuelling their growth and success.

A portfolio of services under the Tendermatch brand (which incorporates our flagship Tracker service, Contrax and Defense Contracts International) provides details of contract notices and awards of all values, from the UK, across Europe and further afield, in print, online or email alert formats.

These services are complemented by BiP's Market Monitor service, which provides subscribers with tailored intelligence on news and reports relevant to their market sector also in both online and email alert formats.

eSourcing

BiP Solutions provides public sector contracting authorities with a suite of eSourcing services under the Delta-ets brand. Delta-ets services include Project, Vault, aXcess and Select.

The widespread adoption of Delta-ets among the UK public sector has made BiP Solutions one of Europe's leading eSenders.

The Member States of the European Union have committed to achieving 100% availability of online procurement systems by the end of 2010. Delta-ets provides the assistance public sector contracting authorities require in order to meet this target, and to ensure that their procurement activities remain compliant with current EU legislation.

Consultancy Services

BiP Solutions' experience and expertise makes it the ideal choice for organisations requiring specialist consultancy services within the commissioning and procurement sector.

BiP has delivered consultancy projects on behalf of many UK public sector organisations, and has extended its consultancy service to organisations outside the UK, including the European Defence Agency, the Ministry of Education in Kenya and the Governments of Kosovo, Macedonia, Montenegro and Portugal.

BiP's in-depth understanding of supply chains and capacity building initiatives has enabled it to become a leading provider of buyer and supplier engagement services; assisting all types of organisation in managing their procurement activities more effectively.

Training & Development

BiP Solutions' long-standing experience and expertise within public procurement makes it the natural choice for those wanting to learn more about this sector.

The Procurement Advice and Support Service (PASS) brand is recognised across the public and private sectors for the quality of its training seminars and educational materials. The PASS team of consultants have in-depth knowledge of the processes, practices and legislation which shapes procurement and supply chains in the UK, across Europe and further afield.

Conferences & Events

BiP Solutions supports its customers through a rapidly growing programme of seminars and events.

With its in-depth understanding of public procurement, BiP is strongly placed to deliver expert training and advice for buyers on how to comply with, and benefit from, new procurement legislation.

BiP manages over 200 events across the UK each year, including large-scale conferences held on behalf of a number of clients and bespoke training seminars. BiP provides a total event solution, including marketing, event design, exhibition sales, on-the-day management and post-event evaluation and accounting. During 2009, nearly 17,000 delegates attended an event organised by BiP Solutions.

2010 saw the launch of BiP's single largest event, Procurex National, held at the NEC in Birmingham. The event attracted more than 3300 delegates, representing organisations from across the public and private sector supply chains.

IT Services & Solutions

The UK Government's drive to improve efficiencies in public procurement has led a number of organisations to appoint BiP Solutions to provide web-based solutions on their behalf.

BiP has designed, developed and managed web-based information services for such public bodies as the Department for Business, Innovation and Skills, Home Office, London Development Agency and Ministry of Defence. In addition, BiP has provided portals and eSourcing solutions to overseas governmental organisations, including the UAE Army.

Marketing Services

BiP Solutions has a successful track record in helping organisations engage with specific groups or individuals within procurement. BiP has designed, developed and managed web-based information services for public bodies including the Central Buying Consortium (CBC); London Contracts and Supplies Group (LCSG); Society of Procurement Officers in Local Government (SOPO); and Health Care Supply Association, through which they can deliver bespoke services to their members.

Our Mission

is to be a global market leader in the provision of cutting-edge solutions and services that help optimise supply chain value

Our Capabilities

- BUSINESS INTELLIGENCE
- eSOURCING
- CONSULTANCY SERVICES
- TRAINING & DEVELOPMENT
- CONFERENCES & EVENTS
- IT SERVICES & SOLUTIONS
- MARKETING SERVICES

Our Products & Services

- ▼ TRACKER
- ▼ CONTRAX
- ▼ DEFENSE CONTRACTS INTERNATIONAL (DCI)
- ▼ GOVERNMENT OPPORTUNITIES (GO)

- ▼ PROJECT
- ▼ SELECT
- ▼ ACCESS
- ▼ VAULT

- ▼ CONSULTANCY
- ▼ TRAINING
- ▼ PROCUREMENT MANUAL
- ▼ EVENTS



www.tendermatch.co.uk



www.delta-ets.com



www.bipsolutions.com/pass



www.contraxonline.com



www.bipselect.com



www.supplygov.co.uk



www.procurexnational.co.uk



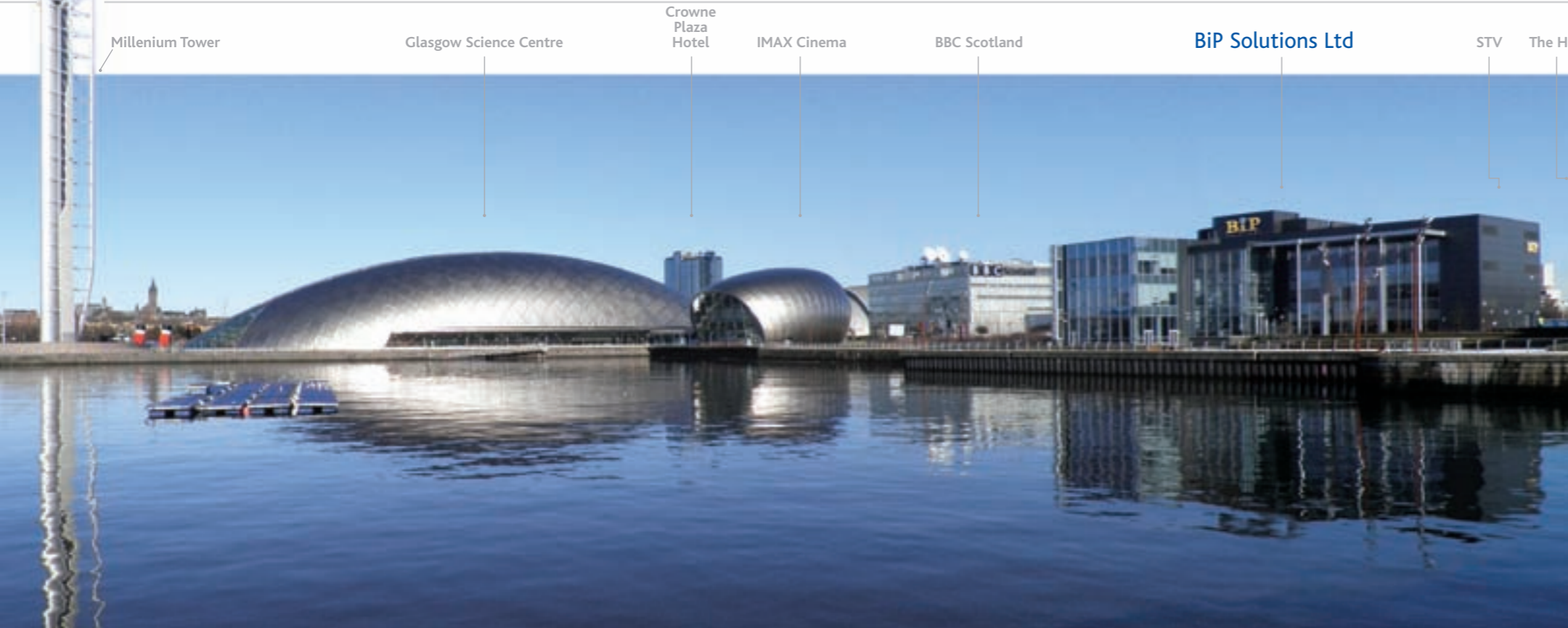
www.procurexscotland.co.uk



www.govops.co.uk



www.dcicontracts.com



BiP's new HQ – Medius – is situated in the heart of Glasgow's Digital Media Quarter

Investor Relations

BiP Solutions is a leading provider of cutting-edge solutions and services that help optimise supply chain value.

We have been at the forefront of developments in the public procurement industry for over 25 years.

BiP provides a totally integrated approach to its customers' needs. We are uniquely positioned with an in-depth understanding of the challenges and demands facing both buyers and suppliers.

In the UK, procurement professionals from across all areas of the public sector rely upon BiP Solutions' services to fulfil their duties. Thousands of private sector organisations depend on the company's business intelligence services to identify and act upon new contract leads.

Thirty companies on the UK FTSE 100 Index – which identifies the top-performing companies in the country – subscribe to one or more of BiP's business intelligence services in order to help their business succeed.

BiP is the UK's leading authority on all aspects of public procurement, and is responsible for the design, maintenance and development of many high-profile government procurement portals and services in the UK and abroad.

The key capabilities of BiP Solutions are:

- Business Intelligence
- eSourcing
- Consultancy Services
- Training & Development
- Conferences & Events
- IT Services & Solutions
- Marketing Services

BiP Solutions Ltd

Location

BiP Solutions is located in Glasgow's Digital Media Quarter at Pacific Quay; home to several of Scotland's most iconic buildings and media organisations, including:

- BBC Scotland
- Film City Glasgow
- Galaxy FM Scotland
- Glasgow Science Centre
- Millennium Tower
- SECC
- STV
- Clyde Auditorium
- The Hub



Key Information

- i** BiP Solutions is a global market leader in the provision of cutting-edge solutions and services that help optimise supply chain value. The company's services are all inter-related and supportive of one another.
- i** BiP has been a profitable enterprise in each of its 26 years of trading.
- i** Between 2001 and 2010, the number of employees at BiP has increased from 35 to more than 220.
- i** Independent market research conducted in April 2010 showed that BiP's Tracker service published up to 291% more UK and Irish contracts than the Official Journal of the European Union (OJEU), and up to 123% more Scottish contracts than Public Contracts Scotland.
- i** In 2007, BiP sent more UK contract notices to the OJEU through its electronic contract notice creation system Project (part of BiP's Delta eTendering system) than all other UK-based eSenders combined. It also sent more notices than any other European country or organisation, with the exception of the French and Romanian governments.
- i** During 2009, nearly 17,000 delegates attended a BiP-organised event, an increase of over 40% on 2008, and an increase of over 110% on 2007.
- i** Over 500 UK public sector organisations use modules of BiP's Delta eTendering service (Delta-ets). These include the Eastern Shires Purchasing Organisation (ESPO), National Audit Office (NAO), Procurement Agency for Essex (PAE), Scottish Environment Protection Agency (SEPA) and Ministry of Defence.
- i** The London 2012 Olympic Games have provided a huge stimulus for public sector procurement and new business development. BiP has been active in this sector through the provision of web-based contract notification services and buyer engagement services.

Please refer to www.bipcorporate.com for the latest information about the company



Clients

BiP Solutions' public sector clients represent all levels of government in the UK, from central departments through to local, health and education authorities and a wide range of other governmental bodies. Each has turned to BiP for its expertise and experience in optimising supply chain value; so ensuring greater levels of efficiency, compliance and supplier engagement. As the effectiveness of the commissioning and procurement of public sector services intensifies, so does demand for services which provide transparency, auditability and value increases. BiP, through its portfolio of eSourcing, buyer and supplier engagement and capacity building solutions, is perfectly placed to satisfy this demand.

Services

• Capacity Building • eProcurement • HR • Legal • Supplier Enablement • Training

BiP's expertise has also been recognised outside of the UK. Governments and other public sector agencies in Europe and beyond have engaged with BiP to deliver a range of services from consultancy through to the design and build of procurement portals. Examples of BiP's overseas work include:

Government of Macedonia

BiP procurement consultants delivered an initial three-month phase of a performance assessment for the Public Procurement Bureau (PPB) in the Macedonian capital of Skopje. The project was funded by United States Agency for International Development (USAID)

Government of Montenegro

Delivery of key elements of a 20-month, EU funded project, entitled 'Further development and strengthening of the public procurement system in Montenegro'.

European Defence Agency

A pan-European study on the requirements for an electronic defence equipment marketplace for the European Defence Agency (EDA). This involved in-country engagement with defence departments,

suppliers and supplier organisations from EU Member States to establish and report on their views and issues. The findings from the BiP study were then used in the shaping of future strategy by the EDA.

Government of Kosovo

Delivery of key elements of a two-year, EU funded, programme aimed at building public procurement capacity in Kosovo, and assisting in the development of public procurement systems that are compliant with the EU Directives.

The Kenyan Ministry of Education

World Bank financed project for the provision of procurement monitoring agent services.

UAE Army

Provision of eTendering portal for the UAE Armed Forces General Headquarters

Alliances

BiP Solutions understands that collaboration and relationship building are key components of successful enterprise within the public procurement marketplace.

The company's reputation as an expert authority on all aspects of public procurement has enabled successful relationships to be built with a number of leading procurement organisations, for whom BiP provides a range of web-hosting, marketing and events management services.

Central Buying Consortium

www.cbconline.org.uk

London Contracts and Supplies Group

www.lcsg.org

Procurement Agency for Essex

www.paessex.gov.uk

Society of Procurement Officers in Local Government

www.sopo.org

Health Care Supply Association

www.healthcaresupply.org.uk

Partners

BiP Solutions believes that working in partnership with other organisations can deliver significant benefits to the company and its customers.

In recent years BiP has set up partnerships with leading service providers in areas such as supplier accreditation and spend analysis.

BiP welcomes dialogue with organisations that are interested in working with us. Please contact commercial@bipcorporate.com in the first instance.

Moorhouse Consortium

www.moorhouseconsulting.com
www.bipcorporate.com/media/pressreleases/2010/080210.shtml

Planet

www.planet.gr

Serco

www.CompeteFor.co.uk

Spikes Cavell

www.bipcorporate.com/media/pressreleases/2007/051107_1.shtml

TSO (The Stationery Office)

www.tso.co.uk

Please refer to www.bipcorporate.com for the latest information about the company

For further information, please contact our Commercial Team at:

commercial@bipcorporate.com

Corporate Social Responsibility

BiP Solutions is a values-driven company.

Our core values, **Passion, Integrity and Respect**, determine and define how we act and interact with all our stakeholders. Corporate Social Responsibility (CSR) lies at the heart of everything we do and everyone we deal with. We integrate our business principles and values into all of our operations to meet the expectations of our stakeholders – customers, employees, regulators, suppliers and the community in which we operate.

Diversity and Equal Opportunities

BiP strives to be an equal opportunities employer.

The company is committed to promoting and developing equal opportunities and continually reviews its policies, procedures and practices in this area to ensure they are consistently applied. The company values, which define the way we do things at BiP, actively promote our commitment to value others, appreciate and respect their diverse backgrounds, experience, styles, approaches and ideas.

BiP recognises that discrimination is unacceptable and that it is in the company's own best interests, as well as those of current and potential employees, to utilise the skills of the entire workforce.

BiP's Equal Opportunities policy aims to ensure that no present or future employee or job applicant receives less favourable treatment on the grounds of race, colour, creed, religion, ethnic or national origin, nationality, sex, marital status, disability, age, sexuality or social status; nor is disadvantaged by any conditions or requirements which cannot be shown to be necessary.

Disability Policy

The company is committed to equal opportunities for disabled staff and aims to create an environment which enables them to participate fully in the mainstream of company life.

For the purposes of this policy, disability is defined in its broadest sense and, in addition to mobility and sensory impairments, includes mental health problems, specific learning difficulties and medical conditions which may have an impact on day-to-day activities. This policy also extends to members of the public visiting the company's premises.

Social and Environmental Policy

BiP is committed to leading, participating in, informing and influencing the environmental performance, policy and practices of all parties through the channels of influence we control or contribute to.

Good environmental practice is an integral part of the company's day-to-day management and activities. The office environment is demanding on resources, including energy, water, paper, equipment and other consumables. In this regard, as part of BiP's green housekeeping policy over recent years, the company has placed particular emphasis on conservation and demand management.



Health Policy

The health and well-being of its staff is important to BiP.

Years in advance of the overall ban on smoking in public places in Scotland, BiP had already declared its offices smoke-free. With its move to its Medius HQ, BiP extended this smoke-free restriction to all external parts of the company's premises.

Staff are encouraged to take regular breaks and exercise throughout the day, and a recent initiative – Fresh Fruit Tuesday – aims to help those who want to eat more healthily. A weekly supply of fresh fruit is provided for all staff to access. On-site vending facilities offer a choice of sugar-free and low-fat options, while unlimited filtered water is available on tap.

Cycling to work is also encouraged at BiP, and the company has provided a secure storage area for bicycles.

BiP also offers staff discounted membership to a health care plan, in order to reduce the cost of treatment. The company also offers discounted gym membership.

BiP in the Community

Home and Away –
 BiP's community activity programme

BiP believes that an essential part of business is giving back to both the local community and wider society.

As a result, the company has instigated a 'home and away' community activity programme, which all staff are encouraged to engage in. BiP supports one local and one overseas charity each year, raising funds and providing other forms of support wherever possible.

Initiatives under the programme range from sponsored dress-down days to donations of much-needed equipment, educational materials or funding to deserving causes.

In addition, BiP offers work experience opportunities for pupils at local schools and colleges.

For 2010-11, BiP's 'Home' charity will be the Glasgow Old Peoples' Welfare Association, which provides an invaluable service to the elderly in and around Glasgow through the help of two thousand volunteers. Our 'Away' charity will be Action Aid, through which we will donate funding towards the drilling costs for a village well in Tshifudi, South Africa.

Achieving Sustainable & Affordable Quality Public Services – Ten Essential Principles

Procurement for services and goods is a core tool for the public sector, as it is for the business sector. It is fundamental to the delivery of responsive, effective and efficient public services. In recent years, all levels of the public sector across the UK have been challenged to modernise their approach to procurement in order to increase value and to stimulate local and national economic development.

Given the current economic environment and the desire to secure effective public service outcomes, the importance of effective, value for money procurement has never been greater. This positioning statement coincides with the start of a newly elected UK coalition government, which has set out its ambitions in respect of rapidly reducing the public deficit, while maintaining high-quality, affordable public services, especially for those within vulnerable communities within our society.

BiP's Strategic Advisory Board, which comprises of experts in public procurement and supply chains, believes that all procurement for services and for critical supplies should be directed by the results of a comprehensive strategic commissioning process. It has validated the following ten principles in support of this position, which BiP Solutions fully supports and endorses.

1. Procurement is but one means of implementing strategic commissioning outcomes.
 - a. Strategic commissioning will identify needs and aspirations, and the options for addressing these on the basis of neutrality between providers
 - b. It will fully involve key stakeholders and take into account the pursuit of wider economic and social goals
 - c. It will be responsive to affordability; ensure effective supply market development and management and be subject to continuous review
 - d. There will also need to be further development of joint commissioning and joint procurement between public sector agencies
2. Procurement should be used to drive public and social policy as well as value for money.
3. Procurement processes must be designed to capture a true assessment of 'Best Value' and 'Public Value', including:
 - a. Securing benefits for the service user and the wider community
 - b. Recognising and protecting the interests and good workforce management practices of those employed in the delivery of the service or the production of the goods
 - c. Ensuring value for money over the full life cycle
 - d. Establishing clear and appropriate measures for service quality and responsiveness of the outcomes that are related to community outcomes and benefits
 - e. Factoring in the costs involved in bidding for public sector work and in running detailed procurement processes with large numbers of suppliers into any measure of Best Value
 - f. Recognising that having a national free to access portal of open public contracts does not mean that tendering for such contracts is cost free. The result of a free to access portal may mean many more companies competing for the same business, so dramatically reducing the chances of any one business winning a contract
4. Efforts to grow local and national economies through procurement will be best served by:
 - a. Improving transparency and feedback – for example publicising all

contract opportunities above agreed thresholds in a timely and consistent manner, and providing constructive feedback to unsuccessful bidders – especially those who have demonstrated the capacity to compete

- b. Capacity building – working with suppliers and potential suppliers to build their capacity to service public sector clients and to demonstrate the potential procurement has to create sustainable enterprises. This is especially appropriate to third sector and social enterprise suppliers
 - c. Opening up supply chains – using new ways to increase the number of opportunities to SMEs, social enterprises and third sector organisations and partnerships between the public and private sectors with SMEs
 - d. Opening up large contractors in the supply chain to smaller businesses on a fair basis, using models such as CompeteFor.com
 - e. Prime Contractors or providers could also drive up 'value' by doing more to open up their supply chains to greater competition. Such organisations should be encouraged to engage others as their delivery partners and/or delivery chain – for example SMEs and third and social enterprise sector providers
 - f. Recognising that a 'buy local' approach may be detrimental to the development of businesses willing and able to supply to the public sector. While in some circumstances it can be right to want to source locally, by its nature, a 'buy local' policy will prevent businesses expanding their services to areas outside of their own locality
5. Procurement processes and cost for the client and provider/bidders involved must be proportionate to the procurement exercise being undertaken. Procurement processes must identify the best supplier for a particular contract that meets all relevant regulatory standards, but not demand standards or certifications that are irrelevant. The pursuit of social, environmental and economic goals is acceptable through a procurement process provided that there is competitive neutrality between bidders.
 6. It should be recognised that not all providers will have the capacity to compete for public sector work. Policymakers must recognise that not all providers will be able to satisfy the public sector's need for reliability, quality and low risk procurement.
 7. Standardised accreditation may act as a first step in pre-qualifying potential suppliers. In so doing it will reduce administrative burdens on both buyers and suppliers. A standardised approach will remove high levels of cost from the procurement process by reducing expensive duplication of information that is similar for many procurement exercises, with the exception of complex services.
 8. Technology needs to be harnessed within the procurement process, but only as part of a complete and well balanced acquisition strategy. The emphasis should be on value and not price.
 9. Effective procurement requires strategic decision makers and procurement staff in the client organisation to understand supply markets and what it is possible for potential suppliers to deliver. Public sector organisations must have the capacity and competency necessary to undertake effective and successful procurement processes.
 10. Procurement must ensure a 'win-win' outcome is achieved for the buyer, supplier and end-user. It should be recognised that a contract award only signifies the beginning of the relationship between the buyer and supplier, and that effective post-contract client management is essential in order to ensure enduring quality and value.

Details of BiP Solutions' Strategic Advisory Board can be found at:
www.bipcorporate.com/about/strategicadvisoryboard/



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www.bipsolutions.com

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