



## NEWS RELEASE

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### IAN MILLS JOINS PROPECTUS GROUP AS INTERNATIONAL DIRECTOR

**London, 8 July 2002:** Profectus Group, providers of business services, appoints Ian Mills as International Director. Ian Mills, former Operations Director for Amey and a highly regarded member of the Business Services Industry, brings to the company the direction and experience that is needed to lead Profectus' strategic drive towards European expansion.

Profectus offers cohesive business services and is responding to increasing client demands for international support. Clients will be able to roll out their business practices to any country and they can be assured that the quality of service and the manner in which things are dealt with will be in line with the way things are done by Profectus UK. This, in turn, allows Profectus to build capabilities globally as they transfer the Profectus way to international business services organisations. The European expansion that has already taken place with the launches of Profectus Spain and Profectus France is set to continue under the direction of Mills.

Ian is a well-known figure in the FM industry. With Amey he was responsible for the delivery of a wide range of Business Support Services to clients around the UK, employing more than 1000 staff at over 60 locations and around 2000 sub-contracted staff. He successfully carried out the assimilation of an acquisition into the Amey way through project Darwin and internal organisational change. Such skills will be employed on an international scale in his new role at Profectus as he transfers the Profectus way to overseas partners.

Towards the end of August Ian Mills will be attending a World Summit for Sustainable Development, where he is due to speak about how a support Services Business meets its economic, social and environmental responsibilities. He will be highlighting how the components, of the triple bottom line, incorporate into the company's policy and strategy as it grows from its UK base into a truly international organisation.

“The key to developing an International Business is to understand the local market places and design solutions that fit with both the customer’s needs and the local culture,” said Ian Mills on his position at Profectus. “Just because a product or service is well received in the UK does not, necessarily, mean that it will be well received in another country.

“I aim to lead Profectus in identifying and developing the skills it needs to trade in international regions. Along with the support of my team I intend to promote Profectus as the business services provider that is able to turn any client’s vision of international expansion into a reality.”

Mike McGeever, Managing Director of Profectus commented on the appointment: “I am more than delighted to welcome Ian into Profectus; his track record is one of the most highly regarded in the Business Services arena. Ian’s leadership and commercial ability are skills that the Group and our clients will no doubt benefit from.”

**-Ends-**

**NB Photography available**

**For Further Information Please Contact:**

Mel Choi/Laura Campbell

WMC Communications Ltd.

Ph: 020 7591 3999

Email: [Melissa.choi@wmccommunications.com](mailto:Melissa.choi@wmccommunications.com)

**Notes to Editor: About Profectus**

The Profectus Group was founded in 1999 by eight like-minded individuals, each expert in their field. They identified a fundamental issue in the business services marketplace, simply that no one company offered a complete solution to the outsourcing of non-core activities, and set about creating a company that fulfilled that need.

The Profectus Group offers business solutions in human resources, strategic management, management consultancy, training, recruitment and interim management, bench marking, project management, PFI and bid writing, IT services and facilities management. It also has the distinction of being the pioneer business services organisation that provides Operating Leases for clients to invest in their infrastructure and working environment.

The group has won all the business that it has pitched for so far and clients include London Underground, The Post Office, Unilever, Bass Leisure, AIT, Liverpool and Victoria, NATS, and various government departments. Turnover is projected to reach £80 million in the current year.