



2016 awards

Best Double Glazing Installation Company - Thames Valley

Abbey Windows Ltd

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Abbey Windows are a highly respected Thames Valley based double glazing supplier who for 30 years have specialised in supplying and installing a great range of windows, doors and conservatory designs. Andrew Young talks us through the firm and how it has obtained such a privileged position within its sector.

Abbey Windows have been offering the finest quality double glazing since 1986. We provide outstanding aluminium and uPVC Windows, Doors and Conservatories throughout Reading whilst delivering fantastic value for money and exceptional service with every order.

Our portfolio of completed projects includes thousands of double glazing installations across Reading, Wokingham, Henley, the Thames Valley area and beyond. Much of our windows, doors and conservatory custom is received via recommendations; a testament to the high levels of customer satisfaction we achieve. Much of this success can be attributed to our team, who have embraced new ideas and have transformed Abbey over the last four years, turning it into a firm which we believe is the most forward thinking double glazing company in its region.

This growth strategy has seen us expand from a £1.1 to £3.4 million turnover in the last three years, and we are well on course to reach our initial £4.5 million turnover. In order to achieve this we have heavily invested in IT, bespoke software and cutting edge digital and online advertising, which are now enabling further growth.

This is because in an industry where many companies jot a price on the back of a brochure and often make customers wait for a detailed quotation, IT have given Abbey an edge by creating detailed quotations which are emailed to the customer whilst still on site. Ultimately it is a competitive industry and any business offering a quick, competitive and efficient delivery to its customers will succeed.

Coming a long way since Andrew Young started trading in 1986 (progressing to a limited company in 1998), Abbey are still moving forward, with a number of exciting further expansion plans within this region, utilising cutting edge media exposure.

Best SME Accountant & Tax Advisor - London

Adroit Accountax Ltd



Company: Adroit Accountax Ltd
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Adroit Accountax is a team of accountants and professional advisors serving SMEs with a particular specialism in the contractor and freelancer market.

We operate within a network of industry experts to bring our customers the best advice on their accountancy, tax and financial needs.

The traditional model of accountancy and tax advice is changing, partly because the way that individuals and smaller companies view their financial affairs has been influenced by new technology. The cloud in particular has changed the way that people view their finances, for example, keeping books in real time and having greater clarity of their accounts daily or weekly rather than each quarter or at year end. We have fully embraced this approach and in doing so have created a modern and forward thinking firm always open to change and improvement, both for us and our clients.

This strategy also enables us to have frequent discussions and regular contact with our customers, unlike the traditional model of yearly accounts and tax returns. It means we can foster mutually beneficial relationships, rather than simply providing services, and the end game is always to achieve successful outcomes. Customers and our relationships with them are the bedrock of our business and our focus is always on the long term mutual benefits, not short-term gains.

We always provide honest and unbiased advice to clients and take a holistic approach when offering solutions. Flexibility is important and we are prompt to make changes to our working practices or teams if required by our clients. We always work on the observation points and feedback of our clients so that we can deliver what is expected out of us and this is how we have built trusted long lasting relationships.

The team at Adroit Accountax is delighted to be recognised as London's Best SME Accountant & Tax Advisor in the Acquisition International 2016 Business Excellence Awards. We're a relatively young yet ambitious firm and we feel this award is testament to our ethos and vision of setting a benchmark for excellent customer service among SMEs and contractors.

Our hope is that the award is a sign to others that our work and our values have been independently validated and recognised as first class, especially when it comes to delivering what we say we will.