

BUSINESS BRIEF

AT&T provide the solution for health trusts' payroll system

LOCAL NHS trusts are turning to an international information company to handle their financial, personnel and payroll systems.

West Middlesex Hospital, Hounslow and Spelthorne Community and Mental Health Trust, and Ashford Hospital have spent £1.3 million on a seven year contract with American communications giants AT&T. The deal should save them £127,000 a year, based on the cost of keeping it in-house. For the last six years the trio have used their own hardware based at Ashford Hospital, but now all the machinery will be at AT&T's Redditch data centre. Staff at the trusts will be able to access all information from terminals at their offices.

Chris Butler, finance director at the West Mid, said: "We are confident that AT&T will provide a better, more cost effective service without technical hitches."

ISLEWORTH's Wernick hire centre, which supplied polling stations for the General Election is now helping with redevelopment plans for Mogden Sewage works, in Isleworth. The unit, at St John's Road, organised 100 portable buildings for constituencies that were short of space, including the London boroughs of Hillingdon and Brent. The company has now been chosen as the main supplier of portable units for the Thames Water's redevelopment of Mogden sewage works, in Isleworth. Thames will be ordering high specification modular office accommodation for the site.

SB unveils state-of-the-art lab service

PHARMACEUTICA giants SmithKline Beecham opened their first British clinical laboratory in Heston this week, offering a new service to local GPs.

The site, part of SB's clinical laboratory company, at Granford Lane's Parkway West business park, will provide a range of services from biochemistry to haematology.

The lab will be taking on a contract for the West Middlesex hospital's pathology work and will provide a 24-hour courier service of pathology tests for GPs in the area.

Norma Sutton, UK general manager said: "We can now offer a unique laboratory



service in the UK, which provides a confidential pathology service for physicians and healthcare

providers, and pharmaceutical clinical trials organisations."

The company, one of the

biggest healthcare providers in the world, already has two huge offices on Great West Road.

It now employs 17,050 people around the Hounslow area, with 150 of them at the new lab, which opened yesterday (Wednesday).

The lab has arranged to do the routine pathology work for the West Mid, although all emergency work will still be carried out at the hospital.

"We will provide for the collection of specimens and samples and for the delivery of the results," said Mrs Sutton.

"We will be doing a lot of work for local GPs as well, and again will pick up samples and have them couriered back to them within 24 hours."

Stress busters in awards shortlist

by DANNY HILL

AN ALTERNATIVE health club from Isleworth has been shortlisted for a national award following the demand for their Tai Chi stress-busting classes.

The Health Club, run by Sue Weston, is in the final Small Business of the Year and is up for a £3,000 prize if it comes tops in the Securicor Cellular Services Winning Business competition on June 11.

The Club offers workshops in Tai Chi, massage and meditation as well as training for those who want to become practitioners.

Starting off just 18 months ago, Sue, from St John's Road, Isleworth, is now teaching her techniques to ground and air crew at British Airways and

and the creative team at electronics giants Canon, in Southall Lane, Heston.

The Club has no base or membership fees and Sue arranges tutors and venues for the activities, some as far afield as the Malvern Hills, in Hereford and Worcester. The former choreographer is also teaching classes in New Zealand.

She said: "Obviously I hope the Health Club wins next month, but to have got so far with my first sole business venture is really encouraging at a time when I am working hard to build on my success and to expand my work in the world of business."

She added: "The work at the Health Club helps many people to lead less stressful lives."

"It gives them practical techniques which enable them to stay healthy and at ease in difficult situations."

The awards aim to reward outstanding achievement and excellence in businesses with under 50 employees, in the areas of innovation, customer care, marketing communications and financial management.

Miss Weston said: "At BA, the Health Club is a part of their on-going programme to support the well-being of ground and air staff. At Canon Research Europe, which is the creative and development wing, my assistant and I lead regular Tai Chi sessions."

"This helps staff to recognise when their bodies are under stress. Working in front of screens causes huge stresses on the skeletal muscular structure."

"It is very practical and cost effective giving rise to less time off for sickness and resulting in a healthier staff."

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