

CRN[®]

Fastest-Growing MSPs 2025

The 30 MSPs to watch
this year and beyond



INTRODUCTION

The UK managed services market continues to prove its resilience and adaptability, with this year's fastest-growing MSPs showing impressive growth despite ongoing economic pressures, fierce competition, and the rapid pace of technological change. These providers are not only expanding revenues but are also evolving their service portfolios to meet the complex, shifting needs of modern businesses.

What sets this year's growth leaders apart is their sharp focus on cybersecurity, cloud services, AI-driven automation, and strategic acquisitions. Many of the MSPs featured in this report are blending organic growth with carefully targeted acquisitions, supported by strong financial backing from private equity firms. At the same time, the most forward-thinking players are making bold investments in artificial intelligence and automation, both to streamline their own operations and to help their clients unlock new efficiencies.

Across the board, these MSPs are also recognising that sustained growth relies on more than just financial performance. The importance of building a strong company culture, retaining top talent, and enhancing the customer experience has never been greater.

This report spotlights the UK MSPs that are not just growing faster than the market but also shaping the future of the channel through innovation, specialisation, and strategic ambition.

Without further ado, here are your spotlighted companies this year.

Stone Group

Revenue: £162.4m



MD: Tim Westbrook (UK MD of Converge)

Stone Group, a key UK subsidiary of global IT solutions provider Converge Technology Solutions, has emerged as one of the fastest-growing MSPs in 2025, continuing a trajectory of sustained expansion and strategic evolution. Headquartered in the UK under Converge Technology Solutions Holdings UK Limited, Stone operates primarily through Stone Technologies Limited, its core trading entity. The group's rise has been marked by a consistent ability to navigate the challenges of a rapidly evolving tech landscape — particularly around pricing volatility and product lifecycle shifts — by delivering tailored, high-value IT and managed services to a diverse customer base.

Since its acquisition by Converge in 2022, Stone has successfully integrated into a broader global organisation spanning North America and Europe, while maintaining a strong focus on local market needs. The company's growth has been bolstered by a customer-centric approach, combining relevant, up-to-date solutions with a reputation for excellent service and value.

Longtime CEO Simon Harbridge, who led Stone's transformation from a £38m education OEM to a £160m IT solutions powerhouse, stepped down at the end of 2024, making way for incoming Converge UK Managing Director Tim Westbrook. Westbrook, formerly Chief Revenue and Marketing Officer, brings global leadership experience and a proven record of delivering growth across education, public sector, SMB, and enterprise markets. Under his sales leadership, Stone has achieved six consecutive years of growth, cementing its position as a trusted MSP in the UK market.

Redcentric

Revenue: £163.2m



CEO: Michelle Senecal De Fonseca

Redcentric enters FY25 with fresh momentum, a sharper operational focus, and a platform built for scale following two years of intensive M&A and integration. With its major integration programmes now complete, including the absorption of key assets from Sungard, the MSP is concentrating on organic growth across its three core service towers: cloud, connectivity and communication.

The strategy is already bearing fruit. Redcentric's agile, responsive culture enabled it to capitalise quickly on major market shifts, most notably the Broadcom-VMware acquisition. The company seized the disruption as an opportunity, onboarding several new customers and increasing its market share in a tightly contested space. Early cross-sell conversations with these wins point to further upside in FY25.

A key boost to Redcentric's infrastructure portfolio came from the integration of Sungard's West Yorkshire and London West datacentres. These high-density, secure facilities are drawing increased interest from customers running mission-critical workloads—particularly those eyeing the rising demands of AI deployments. With the space and power capacity to support this shift, Redcentric is well positioned to take advantage of the next phase of AI-fuelled infrastructure growth.

Efficiency has also been front of mind. Redcentric has cut electricity consumption by around 40 per cent at two of its major sites through targeted operational improvements. With newly negotiated energy rates coming into effect from April 2024, the company expects to save £8m in electricity costs in FY25, improving profitability and its environmental impact in one stroke.

While Redcentric's current priority is profitable, organic expansion, its appetite for acquisition remains intact. With £40m still available from an £80m bank facility, the company retains ample financial firepower for future deals.

FY25 also marks a leadership handover, as long-time CEO Peter Brotherton prepares to step down. He leaves a transformed business with a streamlined structure, strong recurring revenues, and renewed confidence. His successor inherits a company poised for continued momentum and ready to compete at scale in a fast-evolving MSP landscape.

Centerprise

Revenue: £121.7m



CEO: Jeremy Nash

Centerprise International is accelerating its transformation from traditional VAR to hybrid service provider, with strategic bets on cloud, services and operations delivering tangible margin growth despite market headwinds.

The Basingstoke-based firm posted a notable increase in gross profit margin — up from 11.7 to 14.5 per cent — with operating profit also rising, thanks in part to a near-six-point jump in services revenue. Services now represent 18.7 per cent of total sales, reflecting Centerprise's steady pivot towards higher-margin, sustainable growth. This comes despite a sluggish market for end-user compute, which analysts say contracted by 25 per cent over the year.

Key investments over the past 12 months include a major expansion of its public cloud platform to enhance resilience and capacity, alongside scaling its services organisation with new hires in cloud architecture, modern workplace and service operations. The company also doubled the size of its South Wales-based IT Asset Disposition (ITAD) facility, bolstering its lifecycle management capabilities, a key area of growth in both public and private sectors.

Centerprise continues to lean into its public sector heritage, securing strategic framework wins and deepening relationships in areas such as cloud provisioning. CEO Jeremy Nash, who took the helm in 2017 after joining from HPE, says the business remains committed to long-term value creation, underpinned by investment in people, sustainability and digital transformation.

The firm boasts sub-10 per cent staff turnover, which it attributes to a strong people-first culture and a generous share scheme rewarding long service. ESG remains high on the agenda, with continued focus on employee wellbeing, sustainable operations, and social impact — including partnerships designed to redistribute refurbished devices to underserved communities in the UK and abroad.

With net assets now above £17m and gross margins on internal services holding steady at 21 per cent, Centerprise enters FY25 in a position of strength. Its outlook remains focused on deepening market share across public sector, distribution and selected private sector verticals, with ITAD, cloud, and digital transformation leading the charge.

ANS

Revenue: £129.9m



CEO: Richard Thompson

Manchester-headquartered ANS is continuing to scale rapidly following its 2021 merger with UKFast, reporting 20 per cent organic revenue growth in FY24 and major momentum in its public sector and AI business.

The Inflexion-backed firm has repositioned itself as a hyperscaler-native managed services provider, focusing on templated, repeatable solutions that enable it to serve both public and private sector customers at scale. Its portfolio now spans cloud, security, digital transformation and application modernization, underpinned by managed services.

ANS has emerged as one of the UK's top five Microsoft Azure partners and is in the top three providers for public sector managed services contracts, having delivered over 200 application modernisation projects to date.

In the past 12 months, the business has launched an AI practice and delivered dozens of AI projects across healthcare, education, local government and the mid-market. By productising Microsoft Copilot and Azure OpenAI as managed services, ANS has been able to drive both adoption and profitability — addressing a key challenge for many MSPs in the emerging AI economy.

ANS has grown its team by 20 per cent in the last year, including a raft of senior hires to support its scale-up ambitions. The company plans to further invest in AI skills and expand its reach nationally and via channel partnerships in the year ahead.

NTT Data Business Solutions

Revenue: £120.8m



UK MD: Justin Brading

NTT Data Business Solutions UK delivered strong double-digit revenue growth in its latest fiscal year, with turnover rising 10.3 per cent to £133.3m and post-tax profits reaching £11.7m. As the third-largest revenue and profit contributor within its German parent group, NTT Data Business Solutions AG, the UK arm exceeded its internal KPIs, posting an EBITDA of £15.2m at an 11.4 per cent margin — well ahead of its £13.2m target.

The company's cloud division drove significant growth, with revenues from Managed Cloud and cloud product provision jumping 29 per cent to £30.4m. This increase reflects growing customer preference for hosted and multi-tenanted environments over traditional on-premise systems.

Operating a direct sales model, NTT Data Business Solutions UK delivers most services in-house, including marketing, finance, and HR, and scaled its headcount to meet rising demand. The strategic integration of Sapphire Systems Ltd in March 2024 strengthened its expertise in web-based SAP solutions, particularly customer experience (CX) platforms, while enhancing its proprietary technology offerings.

Financially robust, the business closed the year with cash reserves of £32.85m despite paying out £20.4m in dividends. Net current assets decreased to £16.3m from £24.8m, but the company maintained strong cash flow management, achieving a days sales outstanding average of 23.42 against a 23-day target.

Looking ahead, NTT Data Business Solutions UK plans continued investment in talent and cloud capabilities to meet evolving client needs and sustain its growth momentum.

Version 1

Revenue: £107.5m



CEO: Roop Singh

Version 1 Software UK Ltd has cemented its position as one of the UK's fastest-growing IT consultancies, underpinned by an ambitious global growth strategy and a consultancy-led approach built on its 'Strength in Balance' model. The company delivers digital, cloud, data, and Oracle transformation services to major public and private sector clients, with recent wins including National Highways, Companies House, and the Scottish Agriculture and Rural Economy.

Appointed CEO in 2025, Roop Singh is steering the organisation into its next phase of expansion. "We will continue to grow the business globally, focusing on our recent US expansion and optimising our best-shore strategy for the right resources in the right locations," Singh told CRN.

Version 1 continues to thrive in highly regulated sectors, particularly public services, financial services, manufacturing, and life sciences. Its recognised leadership in AWS, Oracle Cloud, and Generative AI services—backed by ISG accolades—has helped the firm secure large-scale transformation projects that are increasingly complex, particularly around AI governance and regulatory compliance.

"Our customers select us to manage large-scale transformations in various industries, tackling future business challenges such as complex regulatory environments and the safe, responsible implementation of AI," Singh said.

Under Singh's leadership, the MSP is set to deepen client relationships, grow internationally—particularly in financial services—and sharpen its competitive edge through targeted investments in people, technology, and innovation. Singh said he will make "the necessary assessments and adjustments" to the leadership team to ensure it's fully aligned to deliver on the company's growth ambitions.

"Despite the competitive landscape, I believe we are at an exciting juncture of innovation and opportunity," Singh said. "We will continue to build our passion for client centricity and co-creating value, closely working with our clients to deliver sustainable growth."

Apogee

Revenue: £101.3m



CEO: James Clark

Apogee continues to accelerate its strategic shift from a print-centric business to a broad managed services provider, positioning itself for growth in the evolving digital workplace. The Maidstone-based firm, a subsidiary of HP Inc. since 2018, faced a challenging FY23 with revenue and EBITDA dipping amid ongoing headwinds in the Managed Print Services market — still 20–30% below pre-pandemic levels due to the post-Covid reset.

Undeterred, Apogee has doubled down on digital workflows and IT transformation, unveiling a refreshed strategy centred on optimisation, growth, and emerging technologies. The firm expanded its UK footprint in FY23 with two acquisitions: Isle of Man-based managed IT specialist Argon Business Systems in March and document services provider Datatron in August, broadening its service portfolio beyond traditional print.

February 2025 marked a significant step in Apogee's international ambitions, with a strategic investment in Spanish HP distributor CM Advanced Printing Iberia. This move will enable CM to access Apogee's comprehensive managed workplace, IT, and print solutions, supporting mid-market, enterprise, and public sector customers across southern Europe.

Apogee brings over 30 years of managed workplace expertise to CM, equipping the distributor and its partners with print control software, document management solutions, and digital workspace capabilities. This partnership is designed to enhance innovation, address unmet customer needs, and extend Apogee's footprint in the Spanish market while maintaining CM's operational independence under CEO Isaías Martin.

CEO James Clark, appointed in 2024, emphasises the company's commitment to investing in managed workplaces, desktop, and telephony services. Clark said, "We are delighted to partner with CM. Apogee's expertise in this market enables us to deliver meaningful insights and added value, ensuring CM's customers are well-equipped to achieve their goals."

Vohkus

Revenue: £78.2m



CEO: Ian Hounsome

Vohkus experienced a quieter FY23 after a strong post-pandemic rebound the previous year, with revenue falling 15 per cent to £78.3m. Despite this, profit before tax improved to £1.3m from £1m, reflecting tighter overhead control and increased trading volumes. Adjusted underlying trading also rose by £0.9m after accounting for a share-based payment reversal.

As the principal trading entity within the SCC group, Vohkus is focused on driving margin expansion by growing its contracted services portfolio and accelerating the uptake of specialised cloud and digital technologies. A pivotal development supporting this strategy has been the establishment of Megha Technologies Private Limited in India, a wholly owned subsidiary that has already secured multi-year contracts, enhancing the stability of future revenues.

On the international front, Vohkus' presence in Spain, Germany, and the Netherlands enables it to deliver seamless cross-border IT solutions to UK clients with European operations, as well as to global customers seeking streamlined procurement and service delivery within the EU.

This combination of focused margin growth, international reach, and operational expansion positions Vohkus strongly for future growth despite recent revenue softness.

Six Degrees

Revenue: £76.6m



CEO: Vince DeLuca

London-based MSP Six Degrees is targeting the UK mid-market as its growth engine, with CEO Vince DeLuca steering a multi-year transformation to sharpen the company's core focus while expanding into emerging technologies. Backed by Charlesbank Capital Partners since 2015, the firm is aiming for 12 to 14 per cent organic growth and remains open to acquisitions that could enhance its scale, capabilities, or customer base.

For the year ending 31 March 2024, Six Degrees reported revenue of £75.7m, down 3.9 per cent year-on-year due to customer churn and a one-off revenue adjustment. However, profitability improved significantly, with EBITDAE more than doubling to £3.1m and gross margin rising to 52.6 per cent. DeLuca, who joined in June 2024, told CRN the mid-market offers the perfect combination of scale, sophistication and a collaborative, partner-first approach. "Being closest to our customers and really understanding what drives value into their business is a differentiator for any service company," he said. "We're going to really focus on that."

Six Degrees serves UK-based customers across sectors including public sector, finance, manufacturing, retail, and legal services. It has no plans for major international expansion. "We think there's quite a bit of opportunity here in the UK, and we'll continue to focus on the country's market," DeLuca said.

The firm's technology focus spans communications, cybersecurity, cloud, modern workplace, and AI. DeLuca said the company's approach to AI is not about chasing "shiny" solutions but about helping clients build the robust data foundations needed to fully capitalise on AI's potential.

Six Degrees works closely with Microsoft, Fortinet, and Illumio, and has strong distributor partnerships with Arrow and Northamber. DeLuca described Northamber as having "significantly extended our reach - almost exponentially."

FluidOne

Revenue: £99.4m



CEO: Russell Horton

FluidOne delivered a standout year of growth in FY24, with its M&A-driven connected cloud strategy continuing to pay dividends. The London-based IT and cyber services provider increased revenue by 38.8 per cent to £99.4m, while underlying EBITDA rose 24 per cent to £12.2m. By March 2024, its exit run-rate had reached £107m revenue and £15.5m EBITDA.

Backed by private equity firm Livingbridge since 2019, FluidOne has now completed eight acquisitions as part of its growth strategy. In FY24 alone, it acquired Surrey-based Project Five (April), Brighton's Computer and Network Consultants (CNC) (December), and the cyber services division of SureCloud (March). The Project Five and CNC acquisitions brought a combined 450 customers and expanded the regional presence of FluidOne's Business IT Centre of Excellence, which is now led from the Highlander base in Sheffield. The SureCloud deal bolstered the firm's cyber capabilities, adding CREST and NCSC CHECK-certified penetration testing and risk consulting to its Cyber Security Associates (CSA) division.

Founded in 2006, FluidOne now supports 2,500 customers, including 200 channel resellers, across IT managed services, cyber security, cloud, connectivity, and communications. Its core customer base is "mid-market plus" firms with 50 to 2,500 seats, though it also serves enterprise clients such as Barratt Homes, Krispy Kreme, Metro Bank and McLaren Construction.

Key offerings include Azure transformation, Microsoft Copilot, penetration testing-as-a-service, Microsoft Teams voice, and a portfolio of SD-WAN and ethernet connectivity solutions.

Ampito Group

Revenue: £66.3m



CEO: Manny Pinon

Ampito Group maintained strong growth momentum through 2023, doubling down on its strategic focus areas and deepening relationships with tier-one technology vendors. The group provides IT and telecoms solutions to customers across finance, healthcare, retail, legal, and public sector verticals, with a broad portfolio spanning cloud, managed services, network security and monitoring.

A key differentiator for Ampito is its 24x7 analytics platform and fully cloud-based DDoS mitigation service, which includes a premium 15-minute SLA and is now used by over 1,000 customers worldwide.

Flexibility and innovation remain central to Ampito's operating model. The group incubates emerging technologies via a shared services platform designed to fast-track new concepts into viable commercial offerings. Continued reinvestment of profits into R&D underpins its technology roadmap.

Ampito has achieved top-tier accreditations with its key vendor partners and works closely with suppliers to ensure consistent delivery and competitive pricing across global markets.

Air IT

Revenue: £48.6m



CEO: Barney Taylor

Nottingham-based MSP Air IT has rapidly climbed the ranks of the UK's fastest-growing providers, with revenues soaring to £48.6m in its most recent financial year and adjusted EBITDA more than doubling to £5.4m. Backed by private equity firm August Equity since 2020, the business has successfully blended organic growth with a string of 11 acquisitions, supported by a fresh £21m acquisition facility secured in 2023.

Air IT specialises in IT support, cybersecurity, cloud, connectivity, and business intelligence, with around 75 per cent of its revenue tied to recurring contracts. A major differentiator in the crowded MSP landscape is its dedicated cybersecurity division, AirSec, which CTO and CISO Lee Johnson says is key to providing "true 24/7 coverage" through in-house UK and Malaysian Security Operations Centres (SOCs).

"Nearly all MSPs offer cybersecurity, but we've built specialist teams with CREST-accredited penetration testers and SOC analysts to ensure our clients receive focused, expert protection—not just generalist IT support," Johnson explains.

Alongside its cybersecurity strength, Air IT is investing heavily in AI. The company's AI-enabled automation platform is already driving efficiency and increasing self-service options for clients, with Johnson noting that "AI is being used to make operations faster and more intelligent, ultimately driving better business outcomes." The appointment of Peter Pendlebury as Chief AI and Automation Officer underscores this commitment, with Air IT also exploring AI consultancy to help clients navigate adoption.

Recent leadership hires, Katherine Logan as Chief People Officer and Andy Moss as chief Financial Officer, signal Air IT's ambition to scale while maintaining strong culture and operational control.

Nasstar

Revenue: £212.1m



CEO: Paul Cosgrave

With revenue increasing 31 per cent year on year, Nasstar Group easily makes this year's fastest growing line-up, but peeking under the hood reveals a more complex picture. The revenue spike this year came largely through acquisitions, which have left its cash generation and EBITDA somewhat depleted.

Gross profit rose 11 per cent to £97.2m, but the group admitted performance outside of the National Business unit was weaker, with legacy customer exits, impairments and restructuring efforts dragging down profitability. Excluding National Business, revenues and gross profit both fell.

In a directors' report dated July 2024, Nasstar blamed the cash and profit declines on integration issues, including difficulty consolidating accounting records and the need to jettison non-strategic customers and services that didn't align with its cloud-focused vision.

Nasstar, which has hoovered up brands including GCI, Modality Systems, Smart421, and most recently Colibri Digital, described its most recent financial year as one of "transformation pains", and acknowledged that the pivot to a streamlined set of technologies and customers took longer than anticipated.

Appointed in October 2022, CEO Paul Cosgrave has reshaped the business to target upper mid-market and select enterprise customers with services spanning secure connectivity, application platforms, productivity and data. The strategy also includes ditching legacy datacentres, rationalising suppliers and systems, and consolidating multiple acquired entities under a single operating model.

The financials come with a health warning: the FY22 audit opinion will be disclaimed due to issues with turnover and accrual records. However, the group insists its outlook is strong, thanks in part to £31m in fresh funding injected by its investors in early 2024 and a waiver of historic and future financial obligations.

Logicalis

Revenue: £58.6m



UK&I CEO: Neil Eke

Logicalis UK makes this list on the strength of its 19 per cent revenue increase. The international service provider describes itself as an enabler of digital transformation, blending deep technical expertise with a customer-centric model that aims to help clients extract maximum value from their technology investments. A core focus on managed and professional services, combined with longstanding partnerships with key vendors such as Cisco, IBM and NetApp, continues to underpin the business' go-to-market.

Despite recording an operating loss (before exceptional items) of £3.5m, Logicalis UK says it has now laid the groundwork for more sustainable performance, following an internal restructure and a sharpening of its customer engagement strategy.

FY24 also saw Logicalis UK complete the hive-up of Q Associates, a business it acquired for £5.5m in 2022, folding its assets and liabilities into the wider company structure. A £1.2m restructuring effort during the year included headcount reductions across multiple functions, with the aim of creating a leaner cost base and a more focused service delivery model.

The business's strategic vendor relationships include Cisco, IBM and NetApp, while its integrated offering spans cyber security, collaboration, datacentre, IoT, and cloud services.

Looking ahead, the leadership team says it is confident that the company's revised operating model, streamlined structure and vendor-aligned strategy place it in a strong position to meet rising demand for digital transformation support across the UK market.

Littlefish

Revenue: £44.8m



CEO: Ursula Morgenstern

Littlefish continues to cement its position as a leading managed IT services and cybersecurity provider, delivering a multilingual, customer-centric proposition with 24/7 support every day of the year. The firm's 2023 financial year saw solid growth, with revenues rising 24 per cent to £44.81m and adjusted EBITDA increasing 6% to £7.82m.

The company's success is driven by a differentiated service model that combines operational excellence with high customer satisfaction—achieving a first contact resolution rate above 80 per cent, a customer satisfaction score exceeding 95 per cent (from over 88,000 individual scores), and a Net Promoter Score averaging 76. Strong retention and new business wins contributed to a robust order book exceeding £4m in annual contract value from recent managed services deals.

Backing this growth, significant investment from Bowmark Capital in September 2022 has enabled Littlefish to expand its senior leadership team, enhance operational capacity, and broaden its service capabilities. These strategic investments are designed to support future contract wins and long-term growth, with margin improvements expected from FY24 onwards.

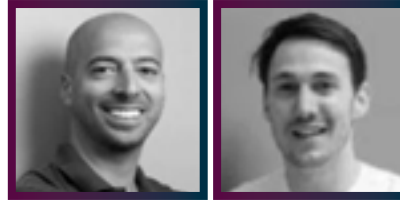
Staff engagement and development remain a key focus, with Littlefish growing its headcount by 22 per cent to 601 employees in 2023. The company invests heavily in training through its Littlefish Academy and LinkedIn Learning access, reinforcing its reputation for an enthusiastic and skilled workforce.

Financially robust, Littlefish holds shareholder funds of £23.34m and ended the year with £3.23m cash on hand, operating debt-free. The company maintains rigorous risk management practices around credit, liquidity, and operations to ensure sustainable growth.

Looking ahead, Littlefish aims to solidify its leadership in managed IT and cybersecurity services, leveraging a strong pipeline across public and private sectors to continue delivering exceptional service to its growing client base.

Saepio

Revenue: £32.4m



CEOs: Amir Nooriala, Daniel Cardenas-Clark

Cyber-security specialist Saepio continued its upward trajectory in FY2024, posting a 27 per cent rise in revenue to £32.4m and boosting gross profit by 31 per cent to £7.2m. Operating profit hit £4.1m, up from £2.9m the previous year, thanks to strong performance across all business lines and careful cost control.

With a mission to “right-size” its customers' security posture, Saepio positions itself as a trusted advisor in the cyber space, combining vendor-agnostic software resale with a growing portfolio of managed and professional services. These include managed threat intelligence, supply chain risk monitoring, and security awareness training – which now covers over 150,000 users across the UK.

Clients without in-house security leadership can also lean on Saepio's “virtual CISO” service, while its consultancy arm offers risk assessments, pen testing, and implementation support under its AAA technical services framework.

Transputec

Revenue: £24.2m



CEO: Sonny Sehgal

With a solid foundation in managed services and IT support, Transputec has adopted a cautiously bold approach to growth—targeting expansion via both organic means and M&A. Its German branch continues to perform steadily, and the group's outlook suggests a methodical scaling of its operational footprint.

Risk is reviewed regularly at board level, with a focus on financial and operational stability. The leadership remains confident in the company's ability to compete on service quality rather than price, keeping margins protected in a highly competitive market.

AI has emerged as a key innovation area under the leadership of CEO Sonny Sehgal. In a November 2024 interview, Sehgal revealed that Transputec is developing a voice-activated AI chatbot designed to handle inbound inquiries from tenants and customers—initially targeting housing associations and call centres. While still in the proof-of-concept stage, the company aims to roll the technology out by the end of 2024.

"There's always hesitancy with new technology," Sehgal told CRN. "Our goal is to turn these tools into solutions that reassure customers, delivering the capabilities they need while maintaining security."

Creative ITC

Revenue: £30.5m



CEO: Keith Ali

Creative ITC enjoyed a year of strong momentum in 2023, completing several acquisitions and preparing its first set of consolidated accounts as a group. The cloud and managed services provider saw turnover rise by 37.5 per cent year on year, reflecting growing demand for its "as-a-Service" portfolio delivered via global datacentre operations.

With a focus on multi-year contracts across enterprise and mid-market customers, the group grew its operating profit by 12 per cent and closed the year with a healthy post-tax profit of £758,511. A series of significant contract wins, some of which are only beginning to deliver revenue, helped underpin the business's strong recurring revenue model.

Creative ITC also grew its headcount by 16 per cent to 102 employees, reinforcing its commitment to delivery excellence and customer experience. The directors said they expect significant sales growth in 2024, supported by a robust pipeline and plans to expand both in the UK and internationally. Ambitions to increase market share in managed services remain firmly in focus.

Core Technology Systems

Revenue: off-record figures



CEO: Rye Austin

London-based Core Technology Systems is projecting annual growth of 15–20 per cent in 2025, fueled by surging demand for Modern Workplace and AI solutions, particularly Microsoft Copilot and automation. Growth is being driven by existing customers, including those gained through prior acquisitions, expanding into Core's managed services, alongside a steady stream of new logo wins from both partner referrals and direct engagements in the 250–1,000 user range. Consultancy revenues have also spiked as delayed 2024 projects finally moved ahead.

Core's strong Microsoft alignment has positioned it to capitalise on the sharp rise in enterprise interest around generative AI. The company's sales approach now incorporates AI readiness assessments, awareness workshops and business case development, with agentic AI services in development and launches expected within six months. Current AI-related offerings range from Copilot deployment accelerators and Studio integrations to agent development and managed services.

The business expanded headcount from just over 100 to 120 over the past year, with operational efficiency and automation ensuring revenue and margin growth outpaced staffing increases. A key strategic move was the acquisition of an automation and AI consultancy, bringing deep expertise in low-code, RPA and intelligent automation, as well as an established customer base that is already generating cross-selling opportunities for Core's broader portfolio.

While the company explored buying a managed security specialist in 2024, it ultimately opted to build this capability in-house, with security forecast to become one of its fastest-growing service areas. Following two to three years of active M&A, Core has completed its integration work and unified branding, and does not expect further acquisitions in the next 12 months, though it continues to monitor the market with an eye on potential deals in 2026.

Core sees market consolidation as inevitable, viewing M&A as a proven capability and market-position accelerator, but keeping organic growth at the centre of its strategy.

Aabyss

Revenue: off-record figures



CEO: Troy Midwood

Founded in 2003 and headquartered in Liverpool with an additional base in Sheffield, Aabyss is a privately owned UK managed service provider serving small and mid-sized businesses across the North West and beyond. Its portfolio spans managed IT services, cybersecurity, cloud solutions, VoIP, email security and infrastructure-as-a-service, with an emphasis on long-term client partnerships and structured risk management.

The company has developed a proprietary 3PT® methodology – built around People, Process, Purpose and Technology – to align technology strategy with business goals and improve resilience. Aabyss supports more than 100 organisations across sectors, positioning itself as a commercially focused technology strategist rather than a purely reactive IT support provider.

Its performance and growth have been recognised nationally and internationally. In July 2025, Aabyss was ranked on the Channel Partners MSP 501, a global list of top-performing managed service providers. This follows earlier recognition including Large MSP of the Year at the Network Group Awards in 2021.

Modern Networks

Revenue: £15.8m



CEO: Duncan Gooding

Hertfordshire-based Modern Networks credited its growth in FY24 to its infrastructure and network refreshes, particularly across property clients, as businesses beefed up their security posture. The service provider also invested in an integrated IT platform to streamline processes and future acquisitions.

Operational efficiency remained a key priority, with the company continuing to invest in integrated systems to support growth and provide a single IT platform capable of underpinning both organic expansion and future acquisitions.

Research and development efforts focused on automating the monitoring, management and optimisation of cloud computing and networking. These R&D investments are intended to further enhance the company's managed services portfolio.

Modern Networks delivers a broad range of complementary services to sites across the UK, with its top 10 sites accounting for less than 20 per cent of total turnover. Supply chain shortages in computer hardware, a challenge in the prior year, were largely resolved, enabling the company to meet client demand more effectively.

Meridian IT

Revenue: £19.5m



UK Managing Director: Andy Haley

Meridian IT closed FY24 ahead of expectations, posting growth across both product and managed services lines despite operating against a backdrop of a declining IBM market, rising energy costs and broader inflationary pressures. The performance was bolstered by the FY23 acquisition of Cyberfit Ltd, which added a new revenue and profit stream.

Gross profit increased by 3.4 per cent year on year, operating profit rose 4.8 per cent, and EBITDA grew 3.2 per cent. The business delivered an operating profit of £2.44m (12.5 per cent of revenue) and EBITDA of £2.87m (14.7 per cent of revenue), with management citing the gains as evidence of a well-managed and balanced portfolio.

Meridian IT continues to focus on a mix of product sales, managed services, and hosting solutions, but notes market headwinds in FY25, including sustained high energy costs impacting managed hosting and cloud gross margins, slowing demand for IBM enterprise servers and storage, and declining vendor/distribution rebates. In addition, the company expects a higher cost base in FY25 due to investment in several large contracts won during FY24, with the full positive impact from these deals anticipated beyond the current year.

Kocho

Revenue: £18.8m



CEO: Hannah Birch

Kocho Group Limited delivered a standout year of organic growth in FY24, with turnover surging 28 per cent to £18.8m. The London-based cloud transformation, cyber security, data analytics and managed services provider focuses on midmarket corporate and larger enterprise clients, and operates as part of Kocho Group Holdings Limited.

The topline expansion was underpinned by sustained demand across its portfolio and a rising headcount, with average FTEs increasing to 291 from 235 the previous year. This growth helped narrow losses significantly: gross loss reduced to £0.7m from £3.3m, while profit before tax came in at £0.3m, compared with a £3.6m loss in FY23. Net liabilities stood at £5.8m, an improvement on the prior year's £6.2m.

Kocho's service mix is closely tied to its strategic partnership with Microsoft, which underpins many of its client solutions. The company's customer base includes several large enterprises on long-term contracts, providing a degree of stability despite broader economic headwinds.

Management identifies key risks as macroeconomic uncertainty, potential non-payment by customers, and reliance on both major clients and its Microsoft partnership. Mitigation strategies include robust account management, a stringent commercial approval process for new and renewed contracts, and strong credit control and vetting procedures.

Liquidity is monitored closely, with cash flow generation and headroom regularly reviewed by directors. Most financing facilities are held in sterling, with minimal exposure to EUR and USD transactions, and no current hedging arrangements in place.

With demand for cloud, cyber and data-driven services remaining strong, Kocho heads into FY25 with a reinforced operational base, improved profitability, and the capacity to scale further in its target enterprise and midmarket segments.

TechWyse

Revenue: off-record figures



MD: Adam Pedder

With a laser focus on quality outcomes and a people-first ethos, TechWyse continues its upward trajectory as one of the UK's fastest-growing MSPs. Known for delivering personable, responsive support with a service promise that includes an average response time of under 12 minutes, TechWyse has built a reputation on not just meeting SLAs—but going beyond them with a rigorous service quality framework that scores every ticket on communication, efficiency and client satisfaction.

Cloud and security remain core drivers of growth, but this year has seen a noticeable uptick in client demand around AI efficiencies. TechWyse is already leaning in—promoting tools like Copilot, embedding automation through platforms such as Rewst, and beginning to build custom Copilot agents for clients. As demand grows, so too does its strategic planning with customers.

While no acquisitions have taken place in the past year, TechWyse has growth firmly on the agenda. The firm is actively pursuing acquisition opportunities to expand its client base and bring experienced engineers into its calm, collaborative working environment.

Reflecting on the wave of consolidation sweeping the MSP space, TechWyse MD Adam Pedder notes: "I worry that you can lose the focus on people—colleagues and clients—if a company becomes too big. Business is all about people, and you need to work hard to keep that focus and the communication flowing."

TechWyse's culture underpins everything—from onboarding apprentices every 18 months to bringing in new team members like a marketing assistant to support visibility. With every helpdesk ticket monitored, scored, and reviewed post-resolution, the company's commitment to continuous improvement is embedded at every level.

As cybersecurity threats hit the headlines, TechWyse sees security conversations with clients becoming more proactive. And with AI gathering pace, the business is positioning itself not just as a service provider, but as a strategic partner helping clients evolve for the future.

Transparency

Revenue: £43.7m



CEO: Paul Bolt

Transparency is a Microsoft pure-play partner delivering a full suite of Microsoft Cloud solutions to customers navigating digital transformation. Holding all six Microsoft Partner Solution Designations and Azure Expert Managed Services Provider status, the firm's in-house team of certified specialists provides solutions and managed services spanning Data & AI, application development, Azure infrastructure, cybersecurity, and the full range of Microsoft Cloud services.

The company's strategy rests on three pillars. First, to be a destination of choice for top Microsoft talent, enabling experts to "Win From Anywhere" through flexible working and professional development. Second, to create elegant technical solutions to complex business challenges, underpinned by AI-infused innovation, positioning itself as "the Microsoft partner people love to work with."

Third, to drive operational automation internally, ensuring more efficient, scalable processes that deliver better customer outcomes.

FY24 was marked by significant growth and investment. Trans Parity launched a dedicated Data & AI practice through its acquisition of analytics and data engineering specialist DataShapa Ltd, while strengthening its Digital Workplace capabilities via the acqui-hire of Deltascheme Ltd. These moves expanded the company's technical breadth while reinforcing its consultancy-led approach to Microsoft solution delivery.

Headcount grew across customer-facing functions, with further capacity added through the appointment of a chief revenue officer, chief operating officer, and chief financial officer to the senior leadership team. These hires reflect the company's focus on scaling its operational and commercial capabilities in line with client demand.

Transparency's culture remains central to its success. In 2024, it was voted a 3* World Class Employer in the Best Companies to Work For, underlining its commitment to employee engagement and workplace excellence.

Zenzero

Revenue: £17.9m



CEO: Michael Bateman

Zenzero Solutions Limited posted another year of double-digit growth in FY24 as its acquisitive and organic expansion strategy accelerated. Revenue rose 21.8 per cent to £17.9m in the year to 31 March 2024, with gross profit climbing from £5.8m to £7.6m. Net assets increased fivefold to £12m, reflecting both strong trading and the impact of new investment.

The West Midlands-headquartered MSP specialises in IT managed services, cybersecurity, and data and development solutions, serving a diverse customer base across the UK and overseas. Known for its service-led approach and long record of client satisfaction, the business continues to expand its portfolio of cloud, digital, data, and security offerings to meet complex customer needs.

FY24 marked a transformative year for Zenzero, with five strategic acquisitions — MTech IT, Net Technical Solutions, Breachology, Bridge Partners, and Resolution IT — significantly enhancing its scale and capabilities in areas ranging from penetration testing to international managed services delivery.

Ownership also changed hands during the year, as Macquarie Group became the new majority shareholder, replacing Fordhouse. Backed by Macquarie's capital and experience, along with new debt facilities from Apera, Zenzero says it is well-positioned to pursue further M&A and scale its operations in the coming years.

The company's flexible operating model and balanced customer mix have so far helped it weather political and economic uncertainty, with management expecting continued momentum as integration of recent acquisitions progresses.

OryxAlign

Revenue: £17.5m



CEO: Carl Henriksen

OryxAlign heads into FY25 as a newly acquisitive MSP with a sharpened focus on scale, capability and culture. The London-based provider has expanded rapidly across the mid-market, with standout growth in sectors including the built environment, critical infrastructure and professional services. Demand has remained strong for its enterprise networking and managed cyber security offerings—areas where compliance pressures and evolving threat landscapes are driving client urgency.

Its cloud and workplace enablement capabilities, particularly around Microsoft 365 and Azure, continue to play a central role in digital maturity strategies. The company is now layering in emerging capabilities in automation, compliance and AI-enhanced services, with internal use cases around infrastructure monitoring and service desk augmentation already in play.

OryxAlign made its first strategic acquisitions in 2024, acquiring SDT and Hosts Unlimited to deepen technical expertise in cloud and network services, and to support its global growth ambitions. “The rationale was both strategic and cultural,” the business said, pointing to a strong client and values fit. Further M&A is likely if the right cultural and geographic alignment can be found.

Talent acquisition has also been a priority, with headcount growth across all functions. OryxAlign has focused on recruiting technical depth, operational resilience and individuals who align with its service-driven culture.

The company sees continued opportunity in helping clients adopt Microsoft’s AI-powered Copilot tools effectively and securely. As a Microsoft Partner, it is already delivering tailored enablement programmes and policy design work around workplace AI.

On the wider consolidation trend in the MSP space, OryxAlign strikes a cautionary note. “Some larger providers who have scaled mainly through acquisition... may struggle to maintain client intimacy and a relationship-led service model,” a representative for the MSP told CRN.

Chorus IT

Revenue: off-record figures



CEO: Nicky Saner

Chorus is a Bristol-headquartered managed services and managed security services provider with more than 20 years’ experience delivering IT and cyber solutions to organisations across the UK. The company operates a 24/7/365 Cyber Security Operations Centre (CSOC) and ITIL-aligned service desk, supporting clients across sectors including public services, finance, and professional services.

A long-standing Microsoft partner and member of the Microsoft Intelligent Security Association (MISA), Chorus holds multiple advanced Microsoft specialisations and is one of a select number of providers worldwide with a Microsoft-verified Managed Extended Detection and Response (MXDR) solution. This enables Chorus to deliver security monitoring and incident response across identity, endpoints, networks, email, infrastructure, data and applications, combining Microsoft tools such as Defender XDR and Sentinel with third-party technologies.

Alongside its cyber capabilities, Chorus provides a broad range of managed IT services on a fixed-fee basis. These include end-user compute support, cloud and infrastructure management, network administration, vendor management and procurement. The company’s solutions are designed around the Microsoft ecosystem, with expertise in Azure, Microsoft 365, Dynamics 365 and SharePoint, as well as emerging tools such as Microsoft 365 Copilot.

Chorus is an approved G-Cloud supplier on the UK government’s Digital Marketplace, enabling public sector organisations to procure its services directly. Its public sector experience includes delivery to local authorities, healthcare providers, and education institutions.

The company has a deep-rooted channel heritage, with long-term partnerships including over 25 years working with distributor TD SYNEX. This channel-first approach allows Chorus to deliver its cyber security services through a network of partners across the UK, supported by distributors and technology vendors.

Acuutech Limited

Revenue: £7.4m



CEO: Priti Mehta

Acuutech Limited is a UK-based IT services provider whose portfolio spans managed services, IT procurement, consultancy, maintenance and support, and on-demand IT services. Its model is built around delivering flexible, tailored technology solutions that combine strategic guidance with day-to-day operational support.

For the year, Acuutech posted a post-tax profit of £403,497, down from £461,119 in 2022. No final equity dividend was declared, compared with £80,000 the previous year, in a move that supports reinvestment in operations and growth.

Pro2col

Revenue: off-record figures



MD: James Lewis

Pro2col marked its twentieth anniversary in April 2024, highlighting two decades of operation in the managed file transfer (MFT) market. Over the past year, the company reported 30 per cent year-on-year growth, which it attributed to maintaining focus on its core area of expertise, high levels of client trust and renewal rates.

The business currently works with 15 different MFT tools, positioning itself as a vendor-neutral consultancy able to match solutions to customer requirements. Its services span pre-sales consultation, implementation, technical support, managed services, cloud hosting, training bootcamps and the Certified File Transfer Professional (CFTP) qualification.

