

## eHampshire Online Business Award

**Peagreen Company Ltd** is a city centre business with nine employees which was established in 1996. The company produces designs which are used by clients to create fabric, paper, ceramics, interiors and giftware; 2007 was a breakthrough year for Peagreen with the purchase of their own design studio space and their first major commission for the Winchester Discovery Centre. Turnover has risen steadily, with growth across geographical and market sectors. In the first year of trading, turnover was £18,781 but it has now grown to £575,726.

**The Old Vine** is a highly-regarded gastro pub offering high-quality guest accommodation. Much of the business's continued growth can be attributed to the development of an online presence and internet sales. At present, 75 per cent of enquiries to the hotel come either via the website or through online referrals. The business's strong internet presence has allowed the Old Vine to attract clients from international markets while, at the same time, streamlining the business and reducing costs.

**Avanquest** employs 60 staff within the Winchester district and more than 100 in the UK. Its Winchester office manages the company's entire global online presence and e-commerce operations. This equates to approximately 20,000 orders per month with an annual turnover in excess of £6m. Following the recent acquisition of another successful software supplier, Avanquest has seen an increase in sales of 18 per cent and predicts even greater growth for 2008.

**TFW / The Furniture Emporium** is a Winnall-based business which employs 22 people and has an estimated turnover in excess of £3.5m. The business has seen online sales grow by a staggering 530 per cent in a year and they attribute this to improvements to the company website and the investment in an internet and e-commerce manager. Judges were impressed with the way in which e-enablement and e-commerce were at the heart of the business's mission and ultimate success.