



- Enterprise **PRESS RELEASE**

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Coatbridge company “accidentally” completes international IT project

A Coatbridge company is celebrating completing a nine month long project for a major international firm – which it originally won by “accident”.

Software development firm T-Enterprise, based in the town’s Fountain Business Centre, was contacted at the end of last year by a firm called Pais, one of the consultants for the world bank.

The phone call was an accident. Pais had intended to alert big London firms about a potential new contract.

But T-Enterprise’s Zarrar Chishti refused to let go of such a great opportunity.

He said: “We rang the consultant every other day for weeks to make sure we kept in touch. Eventually he gave us just one day’s notice of a possible chance to pitch in London. I flew down with two of our team, without even knowing where the meetings were being held.

“We sat in the lounge of a hotel for hours... and had almost given up hope when they rang, giving us just 10 minutes to get to a meeting.

“It was worth the double fare we had to give the taxi driver, as we then had a four hour meeting with them and they agreed to give us the contract there and then.”

The project required T-Enterprise to take an existing system used by Governments around the world, and redevelop it in newer technology. It took six months to turn it into a more secure and user friendly system with a host of new powerful features.

Six people work at T-Enterprise. The firm was set up in 2001 by husband and wife team Zarrar and Sadia Chishti.

It builds specialist software for desktop and internet applications, plus high end website design and development.

Zarrar added: “This goes to prove that given the chance, North Lanarkshire businesses are just as competitive as those in London!”

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NOTES TO EDITORS

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