



## **ZONAL MOVES OUT OF TRADITIONAL HOME INTO NEW £1 MILLION HQ**

One of Edinburgh's most successful private companies, Zonal Retail Data Systems, has moved out of the traditional home to new £1 million offices at Tanfield.

The move comes in the company's 35<sup>th</sup> year and is now the base for 200 of its 330 employees. Zonal was founded by hotelier Ralph McLean, who developed a ground-breaking electronic point of sale (EPoS) till system to monitor sales, stock and wastage at the family's Allan Ramsay Hotel, near Edinburgh.

Today, Zonal has a host of hospitality management solutions in more than 6,000 businesses and its number one position in the UK is being maintained with reported £52.2m turnover in the last financial year, equating to 27% in additional revenue.

The company has trebled its workforce over the last four years to meet demand for its products which range from traditional EPoS till systems to mobile ordering and kitchen management systems.

Stuart McLean, Zonal's chief executive and son of late founder Ralph, said: "We are really proud of what we've achieved over the last 35 years and this move to Tanfield marks the next step in our amazing journey.

"At Zonal, our focus has always been on bringing cutting edge technologies to our customers in a cost effective, easy to support and fully integrated way. Delivering excellent customer service is also key to Zonal's ethos and through this we have secured many customers as 'partners for life'.

"Thanks to the emergence of mobile technology, we have deployed almost 10,000 iPod Touches as integrated handheld ordering devices last year. Through real-time tracking of a guest's visit from the moment of ordering to final payment, this supports our customers' drive to deliver excellent guest service."

Stuart explained: "We have increased our R&D head count by 38% in the last 12 months and now have a team of 86 and we will be looking to recruit up to a further 15+ staff in Scotland over the next three months."

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Zonal was originally based in the McLean family home on Forth Street and as the company grew the family acquired further properties on the street. These spaces are now being rented out to small businesses on a managed basis through Zonal's subsidiary company, Edinburgh Office.

"It was sad to say goodbye to Forth Street as it holds many memories, but Tanfield is far more representative of our highly sophisticated and cutting edge technologies that we design, develop, install, maintain and manufacture entirely within the UK."

The new Zonal open plan offices include a state of the art demonstration room showcasing the company's products and services, training room, employee café, plus a fun room featuring a TV, pool table, table tennis and a retro games machine.

Zonal also has a manufacturing facility in Livingston, West Lothian, an Innovation Centre in Abingdon, Oxfordshire, a Business Systems centre in Earl Shilton, Leicestershire, a Digital Marketing Agency in Stafford and a USA based office in Maitland, Florida.

There are still five family members that sit on the Zonal board and earlier this year the company picked up the award for Scottish Family Business of the Year.

**ENDS**

**Photo: Zonal's chief executive Stuart McLean and Sir Brian Stewart at the launch of the company's new Tanfield HQ**

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