



# 10th Anniversary Celebration Feature

## Growth, job creation and sustainability are focus for future

Specialised Sterile Environments (SSE) have experienced steady growth over the last ten years to become one of the leading companies in this specialised industry in Ireland. Through a focussed business strategy, planning and investment in employees, the team at SSE have almost doubled their work force in the last two years and increased their fleet by 50 per cent, all the while exceeding their growth forecasts every year for the last four years.

The company have expanded in recent years, now supplying their clients with other facilities and subcontracting in the services sector. SSE Sales Manager Sean McGlynn says that "the contract cleaning industry is a services industry; it's evolving from traditional contract cleaning to a complete fa-

ilities management company".

One of the key areas of the company growth has been exactly that - being able to change and adapt quickly and efficiently to the client's needs. Sean explains that once their client grows then SSE will grow along side them while evolving to provide the additional services they require. Expanding into areas such as micro-consultancy and supplying consumable products SSE "don't just clean the clean-rooms, we take care of everything from the front door to the back door."

SSE are a business that are able to adapt quickly and effectively to their client's needs. Decisions can be made more quickly than that of their competitors as SSE are owner managed. "We adapt quickly to client's

requirements because of the management structure," says Sean.

In the last number of years the investment in employees has been essential to company growth. Sean mentions how Managing Director Mary Connell has greatly invested back into the company saying, "Mary invests in the business... she invests in her people. We have the right people in the right places and that's what keeps the clients happy." The company have managed to improve top-line growth while maintaining bottom-line statistics without compromising their service.

It is clear that the team at SSE have an expansive knowledge of their industry and client's requirements and promote an outlook that is as much about retaining existing clients



Sean McGlynn, Sales Manager. Photo: Joe Travers

as it is about expanding the current client base.

The future of SSE looks bright as the company are focussing on different regions, growing the

sales and operations teams and have drawn up a very defined and strategic business plan. "It involves growth, job creation and sustainability," says Sean.

Galway Independent  
First for local news

CONGRATULATIONS

TO



ON CELEBRATING  
THEIR 10TH  
ANNIVERSARY

FROM THE TEAM AT  
HOGAN MOTORS,  
HYUNDAI  
BALLYBRIT, GALWAY

TEL: 091 7711111.

FAX: 091 592752

EMAIL: INFO@HOGANMOTORS.IE,  
WWW.HOGANMOTORS.IE

NEW THINKING.  
HYUNDAI NEW POSSIBILITIES.

The New Hyundai i10 from €11,995\*

### Inspiration. Engineered.

There's never been a better time to experience the car brand that is overtaking the rest.

5 Year unlimited mileage warranty. 5 Year roadside assistance. 5 Year vehicle health-check

For more information or to arrange a test drive, drop into your local Hyundai dealer.

Hyundai, Ireland's fastest growing car brand.

\* Excludes delivery and related charges.



HOGAN MOTORS, BALLYBRIT, GALWAY. TEL: 091 7711111. FAX: 091 592752. EMAIL:

INFO@HOGANMOTORS.IE, WWW.HOGANMOTORS.IE • OPENING TIMES: MON-FRI 8.30AM - 6.00PM. SAT 9AM - 5PM.