



OneClick on a roll

07/07/2009 Oliver Hail

Human resources software provider OneClickHR says sales for the first half of the year will beat comparative numbers from 2008, helped by first sales in North America.

One Canadian and two US deals will contribute to a strong six months to June for the Kent-based company, combining with sustained momentum in the UK, where recent wins include private equity giants 3i and CVC. The second half has seen the positive impetus continue, said chief executive Frank Beechinor, with bigger [customers](#) than the company has historically sold to on this side of the Atlantic.

'We've got three deals coming up in July that would be more than we take in the whole month over here,' he said. 'We presented at a recent show in New Orleans and they were really wowed by our technology.'

Irishman Beechinor's low-cost [strategy](#) will see 'all these revenues will drop straight through to our bottom line' and could see the out-performance roll on into the second half. 'We've put nothing much in our numbers and we don't want to talk it up – but personally I'm very optimistic,' he added.

Further boosts could result from the June release of three new products into the OneClick family, with the garrulous Beechinor adding that sales have already been booked 'but will not be recognized until July'. These new releases, which include a 'Lite' version of its HR.net product and others aimed at smaller organizations, are 'a defensive play' to 'swat away competitors that try to compete on price' and are also a means of 'up-selling' to customers on legacy products.

Floating during the dotcom boom, the long-serving shares of OneClick are, at 7.75p, more than double *Growth Company Investor's* October recommendation at 3.5p. They should continue to outperform.



<http://www.growthcompany.co.uk/news/1057117/oneclick-on-a-roll.shtml>