

RVT

Sourcing the Future, the Old-School Way



There's something about RVT that feels different from the moment you meet them. Maybe it's the energy – fast-moving but grounded. Maybe it's the no-nonsense approach – solving problems with zero drama. Or maybe it's the unmistakable pride that shines through when Tom Owens, Managing Director, talks about the company he helped build from the ground up.

"We're flexible, fast, and genuinely easy to deal with," he says with a grin. "We don't push one brand, or one solution. We focus on what the customer needs – and then we go out and find it. We're a bit old school like that."

At RVT, finding and sourcing technology isn't just a service – it's a craft. And it's helped the Twickenham-based firm carve out a unique space in a fiercely competitive sector.

Finding Needles in Haystacks

At its heart, RVT is about making procurement work the way customers wish it still did – simple, personal, and tailored.

"We've built a reputation for being the people who can find that one piece of kit no one else can," Tom explains. "Trade is in our DNA – we're not just sellers, we're sourcers."

Whether it's a bulk shipment of the latest mobile devices or a near-extinct legacy part, RVT's reach is global, and their commitment relentless. Their partnerships with top-tier names like Samsung, Google, Microsoft and Dell give customers immediate access to trusted brands, but RVT's real superpower is independence.



"Our customers don't want a lecture on incoterms – they just want their tech delivered – and that's exactly what we do."

"We're vendor agnostic by design. Sure, we love working with the giants, but if an innovative start-up has a better fit, we'll recommend that too. It's about getting the right tool for the job, not just ticking a box."

More Than Boxes: The Mobile-First Mindset

Technology needs are changing fast – and RVT is right at the frontline, particularly when it comes to mobiles. As companies embrace hybrid working models and global operations, mobile devices are no longer accessories – they're business-critical. "It's not just about having a phone or a tablet," Tom points out. "It's about having the right mobile tech that keeps people connected, productive, and secure wherever they are."

It's no surprise then that RVT has sharpened its focus on supplying, managing, and refreshing mobile fleets for businesses of every size. Through strategic partnerships with brands like Samsung, Nokia, and Motorola, they're helping businesses stay agile without getting bogged down in sourcing headaches.

Global Sourcing Without the Stress

How does RVT make international technology sourcing look so effortless? According to Tom, it's a cocktail of systems, relationships, and real-world experience.

"We've integrated our tools so we can see real-time stock, pricing, and lead times across the world," he says. "And we've built serious trust with distributors, couriers, vendors – all the moving parts you need to get things where they need to be."

Crucially, RVT also handles the less glamorous side of global trade – customs paperwork, tax, compliance – with expertise.

Keeping it Human Behind the Scenes

Despite scaling rapidly, RVT hasn't fallen into the trap of slow, bureaucratic operations. Instead, they've invested in smart, integrated tech that frees their people to focus on what matters: relationships.

"Everything from quoting to invoicing to CRM is fully integrated," Tom explains. "We use platforms like HubSpot, Magento, Xero – anything that keeps us lean and nimble. The less time our team spends chasing paperwork, the more time they spend looking after our customers."

Efficiency, in the RVT world, is just another way of keeping service personal.

Building Partnerships That Last

When asked about standout moments, Tom doesn't list record sales or awards. Instead, he shares the story of sourcing a specific fleet of rugged tablets for a global logistics firm on a painfully tight timeline.

"No one else could find them, and we made it happen," he says, with pride. "It wasn't the biggest deal financially – but it showcased everything we stand for."

That spirit – practical, relentless, deeply customer-focused – runs through everything RVT does.

What's Next for RVT?

Looking ahead, RVT's roadmap is clear: international growth, platform innovation, and vendor portfolio expansion.

"We're doubling down on international expansion and investing in our people," Tom says. "We're also evolving our self-serve platform at rvt.tech – making it easier for customers to get what they need, when they need it."

There's also a continued focus on expanding their vendor portfolio, especially in the fast-evolving mobile and cloud sectors.

"We're always hunting for partners who align with our mission – delivering smart, sustainable tech solutions that help businesses grow."

Why ITC Malta Matters

Returning to ITC Malta again this year feels like a natural move for RVT – a company that thrives on energy, opportunity, and meeting forward thinking people.

"It's where global business gets done," Tom says simply. "We top up our pipeline, stay grounded and relevant, and walk away every year with new partnerships, new customers, and new ideas."

Final Words: Why Choose RVT?

If there's one thing Tom Owens wants potential partners to know, it's this: tech sourcing doesn't have to be painful.

"If you're tired of the same old procurement experience, give us a shout," he says. "Whether you need 10 devices or 10,000, we'll find them – and we'll do it with the kind of service you'll actually enjoy."

At RVT, sourcing isn't just about supply chains. It's about trust, agility, and being human in a business that too often forgets what that means.

Want to see the difference for yourself? Get in touch

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