



Introduction

Jonathan Sharp
Sales & Marketing Director, Britannic Technologies



Agenda



Tim Couper
Britannic Technologies



Nigel Moulton
Avaya

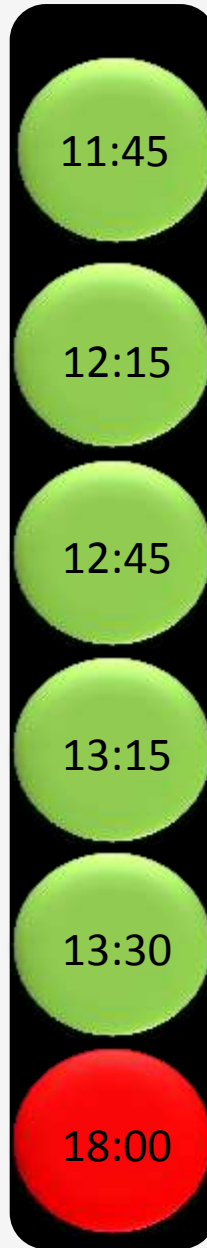


Christian Szpilfogel
Mitel



Martin Charlton
Cisco

Coffee



Paul Beacham
BT Wholesale



Daniel Weisbeck
Polycom



Nigel Pink
Ipanema Technologies



Jonathan Sharp
Britannic Technologies

Lunch & Afternoon Activities

Event Close



Objectives of the Event

- Provide a strategic review and look forward of IT and Telecoms market place
- Understand business benefits of cloud technology and associated models
- Identify where cost savings and efficiencies can be achieved
- Assess how to improve business continuity through next generation ICT
- Review new technology first hand and talk directly with the experts
- Provide a valuable networking opportunity





Summary

Jonathan Sharp

Sales & Marketing Director, Britannic Technologies



The Role of Britannic Technologies



The Role of Britannic Technologies

- Embrace Innovation
- Make Technology Accessible
- Accommodating Choice – public cloud, private cloud, on premise & hybrid models
- Manage Change & Mitigate Risk
- Provide Access to Specialist Resource
- Deliver Highly Customer Focused Service & Support
- Provide Clarity & Strategy - Predictability





Client Experience

Requirement: Create a unified and resilient communications platform to deliver improvement management, cost savings, new functionality and enhanced resilience.

“We have less ‘tin’ now, we have substantially reduced costs because we’re not maintaining that tin, we’ve got much increased flexibility and we have very much faster server provisioning. It is also very, very resilient.”

This whole process was very much a partnership and I am very grateful to Britannic for all of their assistance. There wasn’t a single button on any handset from the old system to the new that didn’t get carried across. It feels like their team is part of our team. That’s true partnership.”



Client Experience

Requirement: Support Business Continuity Management, simplify new site roll out and management and reduce costs

“Together Trailfinders and Britannic have mapped out and recently implemented a strategy to provide improved manageability and deliver a very powerful centralisation model for the future. Centralising telephony from 30 sites into one (with duplicated Resilient Data Centres). The reduction in line rentals alone is saving Trailfinders in excess of £120,000 PA.”

This solution provides major cost saving in terms of hardware, power space and IT resource. It has also improved the manageability of the entire network with regard to technology refreshes, reporting, maintenance, supply chain management and business continuity.”





Client Experience

Requirement: Automate business processes as much as possible, increasing efficiency, whilst meeting governance requirements

We designed a solution to meet Cleshar's needs using innovative hosted technology from Britannic Technologies providing a high degree of automation with real time tracking via an integrated web portal.

"The introduction of the system has had a major impact as we now trace, via a real-time display, all movements of operatives. The system allows simultaneous calls, which has eliminated the queuing of old and most importantly, the data recorded is now downloaded after each shift allowing us to record a raft of information previously unavailable at such short notice."





Thank you

Jonathan Sharp

Sales & Marketing Director, Britannic Technologies





This Afternoon's Activities...



Afternoon Activities

- **Lunch**
 - enjoy the networking opportunities , caterers will call you to the food stations
- **Exhibition**
 - Talk to our partners about their latest technology
- **1:1 Meeting opportunities**
- **Silverstone Tours**
 - Meet at Reception in the main hall
- **F1 Simulator**
 - fastest lap wins a prize
- **Competitions**
 - F1 competition – get form from Activity Desk.
 - Other competitions are taking place on different stands
- **Photos with super cars**
 - Support Dreams Come True
- **Rally driving**
 - check in with the Activity Desk on Mezzanine with licence details.
 - Prizes for fastest lap
- **Drinks reception**
 - prizes at 5pm

