

Welcome

Well, 2010 seems to be rapidly speeding by..

At ADSI we are seeing continual growth in companies seeking to mobilise their workforce to increase efficiency and productivity, and cut those everyday business costs that we all have to face.

With so much new technology constantly being thrown at you it's hard to know what's what yet alone what's best. At the end of the day that's why we're here for you; we can help you make the right choice, instead of picking a product or service off the shelf, we go a step further; we like to know what drives your business, what you want to achieve and what you need to make your life easier. Then we can give you a tailored solution that's right for your business and help you implement the changes.

This issue of our Newsletter features more 'office on the move' solutions with the increasingly popular Mobile Broadband, Data & Email solutions, Business Landline savings, Vehicle Tracking products to dramatically reduce your fleet running costs and our no-nonsense Gas & Electricity consultancy. As always all our services offer you a dedicated Account Manager, impartial advice and excellent customer service from your initial enquiry through the transition and a continued high level of after-sales support.

Adrian Spreadborough

Mobilise your Workforce effectively with Mobile Broadband for just £6.38 a month*

- FREE O2 USB Modem
- 1GB Monthly Downloads
- Unlimited access to The Cloud & BT Openzone Wi-Fi hotspots.



With a range of mobile broadband packages available, we'll help you find the one that's right for your business. Mobile Broadband from O2 is the best way to connect to the internet when you're out and about. It's fast and easy to use. Remember, as well as an extensive 3G network, O2 are the only operator to offer unlimited Wi-Fi with all our tariffs at over 7500 The Cloud and BT Openzone hotspots across the UK. At places like Starbucks, Hilton Hotels, Holiday Inn, Welcome Break and McDonalds. Places that business customers go.

Ask a member of our sales team for full details

*valid until 30th June 2010

Getting it right...

ADSI are the regionally appointed Centre of Excellence for O2. This prestigious title has been awarded to us as recognition of our excellent customer service and continued growth in the Industry.

We are now appointed to manage over 10,000 small business customers who are able to benefit from our leading sales experience, tailored solutions based around individual business requirements and our excellent account support. We aim to put our customers at the heart of everything we and O2 do.



FREE 16gb iPhone

Just £30.91 a month*

Includes;

- 300 minutes
- 50 texts
- Email
- Unlimited data & WiFi access



Free iPhone docking station with every order

Phone features include;

TFT Touchscreen, Bluetooth, downloaded Games & Apps, Google Maps, iPod, Voice command & Dial, 3.15MP Camera and Video, MMS, Email, HTML Browser, 16gb storage

*Offer excludes VAT, based on 24 month fixed contract, subject to credit check, terms & conditions. Offer expires 23/06/2010.

HELPING CUSTOMERS JOIN IT ALL UP

Having listened to their customers O2 have launched its new 'Joined Up' communications service.

The new services will provide businesses with one single converged solution for their telecoms requirements spanning mobile, fixed line, data, broadband communications, equipment and professional consultancy. It gives businesses of all sizes an opportunity to outsource their telecoms, ICT and consultancy needs to just one provider, reducing the amount of time spent handling and managing systems and communications services, which are not core to their business.

For full details on how your company can benefit just ask a member of our sales team



On the move with the new BlackBerry Curve 8520

5 users for just £92 per month*



features include

- Full QWERTY keyboard
- Touch sensitive optical trackpad
- Bluetooth
- Web & HTML browser
- SMS, MMS
- Email via up to 10 POP3 accounts
- MP3 & MP4 player
- Organiser
- 2MP Camera & Video

LIMITED OFFER*
5 FREE BlackBerry 8520
FREE BlackBerry Bolt On for 24 months
FREE Calls to O2 users
FREE Calls to 10 favourite landline numbers
UNLIMITED Email & Browsing
1000 any network minutes to share
FREE Voicemail

OFFER AVAILABLE TO FIRST 500 BLACKBERRY'S ONLY*

*Based on 24 month contract on each phone, subject to credit status, terms & conditions. Offer valid until 23rd June 2010.

CASE STUDY

Substantial Savings...

Our client; AIRTECH ANALYSIS LTD

'Our company were looking to save money on our mobile phone costs. We found the solution with ADSI they were able to advise us on new handsets and recommended the company over to a better business tariff package to make substantial savings on our ongoing overall costs. We at Airtech now benefit from a single point of contact at ADSI who we can call to discuss all our requirements and furthermore receive regular comprehensive bill analysis of our accounts. We have seen a very substantial saving on our mobile phone bill charges over the past six months'

Gary Freeman
October 2009



Business Landlines

Why not change your existing business landlines and save up to 30% on BT standard rates and substantially reduce call charges.

By just choosing a one year contract on a single business line you will save at least 10%.

Transferring your business phone lines is easy; there's no disruption to your service and it's completely free. All our advice is impartial. We can transfer lines away from BT and other leading telecoms providers.

Conference
Calling for All,
No Set Up
Charges

**0871
226
2659**

Use ADSI's simple flat rate conference call number. Decide on the date and time of your call, issue attendees with a 6-digit code and call. You only pay for the cost of the call

Need office
equipment?

Check out our online Fixed Line Catalogue for AVAYA NEC telecoms, 2-way radios, payphones, conferencing, boardroom, fax and printers
www.adsi.co.uk

CASE STUDY

Saving the dogs money...

The Kennel Club – the UK's largest organisation dedicated to the health welfare of dogs

'We were searching for ways of saving on our Energy bills and came across ADSI via an e-mail. We are very happy with the level of customer care we received and were delighted with the amount of savings we made. We would recommend ADSI to anyone who is looking to save money on their utility bills'

Douglas Holford, Finance Director
October 2009

Did you receive huge winter bills?

Then give our Energy consultants a call and reduce the next ones now!

Don't bother searching your way through price comparison sites – give our Energy Consultants a call and we'll do all the work for you!

- We have up to the minute prices from all the major suppliers
- We always offer impartial advice that's fast and free
- On average we can save you up to 30% off your business gas & electricity
- You will have your own dedicated Account Manager

Just FAX your recent bills today to **01268 495514** or call for further information **01268 495555**

Getting on track with telematics

Tracking solutions from just **60p a day**

For any forward thinking company that operates a fleet of vehicles, Telematics has become an essential management tool.

Chosen wisely and used effectively, Telematics can bring the potential to increase efficiency and productivity significantly, reduce costs, safeguard employees, improve environmental performance and raise customer satisfaction levels.



Would you like to dramatically reduce your fleet vehicle costs?

Average savings achieved by installation of vehicle tracking device are;

SMALL VAN £2,875 per annum

LARGE VAN £3,910 per annum

7.5 TONNE TRUCK £5,509 per annum

Solutions from just **60p a day** that's less than **£220 a year!**

We supply vehicle tracking solutions and satellite navigation from these leading companies;



Cybit



For your free on-site demonstration on the latest tracking systems contact Greg Bates on 01268 495555

Meet the team

Rob Petty is a Sales Consultant & Team Leader in Mobiles. Rob has been with ADSI over 4 years, previous jobs include Plumbing & Heating Engineer, IT Broker and Car Sales.



What does your job entail?

Ensuring customers get the best value for money from their mobile phone contracts and providing a high level of service.

What do you most like about your job?

Well, apart from the obvious hours, holidays and pay! It's great when a one of my customers recommend me to another business for great service.

What do you dislike about your job?

Again, hours, holidays and pay! But seriously; occasionally it's not always possible to give the customer exactly what they require because of certain network limitations but I can usually work out an extremely good compromise for them.

What do you enjoy doing outside work?

Socialising, Golf, Keeping Fish.

What are your guilty pleasures?

It's got to be smoking! Also I'm really hooked on Gadgets and new Technology.

What is your favourite quote?

"If this phone was left on the bar, you wouldn't be ashamed to say it was yours!"

contact us...

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who's who...

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Finance & Operations Manager

Sue Dennison
Marketing

Sam Tucker
In-House Recruiter

The ADSI Roadshow...



This year has seen our team on the road at various business and trade shows promoting all our cost saving services across the UK. We received huge response and great feedback from visitors to our stand - we've even signed up deals on the stand. However, after a recent busy 3 day event we've invested in some foot spas for the staff! **Check our website news for the next event near you.**

How did we get from this...



- In the 1980's cellular mobile phone networks were being developed in several countries, Total Access Control System (TACS) was introduced in UK.
- Cellnet and Vodafone were the first to dominate the UK market and provide national cellular radio networks in 1985, lease of phone ranged from £164 per qtr, £60- £100 for installation/connection.
- Early Motorola 8000 series 'brick' phone is now a classic icon.
- 1993 saw the launch of One 2 One, the first GSM 1800 all-digital network in the world.
- 1995 launch of Orange network and introduction of SMS.
- 1998 more mobile phones sold worldwide than cars and PC's combined.
- 1999 mobile phone customers are able to keep their old number when changing, this year also saw the first mobiles to send email and browse the web.
- Today an estimated 15 million handsets are replaced in the UK every year, that's 1712 mobile phones every minute!



...to this
and how did we get by without one?

Race 4 life 2010

It's that time again the ADSI ladies are in training for this year's Race 4 Life on Sunday 6th June at Gloucester Park, Basildon.

This will be our 3rd year taking part in this huge fundraising event for Cancer Research and with even more ladies taking part let's hope the sun shines on us once more.



Challenging Sudoku

2				5	8			
		4					1	2
1	7					9		
	2	9		4				
6			2	8				
					1	4		
		5		1	2			
			5	6			3	4
9						5	7	