

connect



Tel: 01268 495 555

welcome

It's been a busy and successful year at ADSI. We completed the refurbishment of the offices in Basildon, re-shuffled our sales teams and recruited new staff. We have seen an increase in uptake of our ADSI MDM (Mobile Device Management) following the new GDPR regulations that arrived in May. We also welcomed more companies signing up for our VoIP telephone systems this year

In July we completed the purchase of the entire share capital of Garnell Communications Ltd. Garnell Communications are an O2 Direct Business Partner that operate predominately in the Corporate Account market. Along with the acquisition we were delighted that Jon Gaydon, from Garnell Communications, joined us as Corporate Account Director overseeing the existing and new business. Jon has personally delivered many of the corporate accounts that now form part of the ADSI Group.

On a personal level, I climbed Kilimanjaro! Definitely challenging physically and mentally but an amazing experience – one I can highly recommend! We raised funds for Great Ormond Street Hospital on the back of our trip and am delighted to see we have raised over £6000. Details of the trip & charity can be found on the back page.

I hope you enjoy this Autumn Winter issue and take advantage of some of the many offers included. As always, do keep in touch with any suggestions or feedback, it's really appreciated here at ADSI. And lastly, thank you for your continued business and I wish you a prosperous 2019.

Adrian Spreadborough

mobiles

fixed voice & data

digital & IT

autovoice

VoIP

energy



NEW

Mobile Device Tracking on Demand from 99p a month*

Want to find out where your company devices are going, and when?

ADSI MDM is the solution to find where your employees & their devices are...

With location tracking you can opt to receive DAILY, WEEKLY or MONTHLY reports and find out exactly where your devices have been. Receive detailed reports with exact locations, dates and times.

Control your mobile expenses too with the Expense Management option – get alerts before extra data charges kick in, predict spend before the unwanted charges happen! Networks alert users but as the Bill Payer you get complete control. **Full details and t&cs on Page 3**

Recommend a colleague or business associate and you will both be rewarded £20.

Simply let your account manager know the details of any business friend that would be interested in any of our services, once they have taken out a service, we will send you £20 and credit their new account with £20 too. Recommend as many as you like - no limit!

NEW

iPhone XS or Galaxy Note 9 *your choice this festive season...* Unlimited calls & unlimited texts, 50 GB data £55 a month*

Apple iPhone XS 64GB

Recently launched the new iPhone XS powered by iOS12, features include the biggest iPhone battery ever, dual 12MP camera, 5.8" super retina display and durable glass, Face ID, fingerprint sensor, Siri, wireless and fast charging, iCloud & iTunes and loads more!

Available in Grey, Silver or Gold, also with 256GB and 512GB memory.



The New Samsung Galaxy Note 9 128 GB

Another superb smartphone release from Samsung, the Note 9 is packed full of features and power. Operates on Android 8.1 features include a 6.4" screen, dual 12MP cameras, iris scanner, face recognition & fingerprint sensor, wireless and fast charging, plus all the great Samsung extras!

Available in Copper, Purple, Blue or Black, also with 512GB memory.



* T&Cs apply, price excludes VAT, based on O2 business 36 month contract, subject to credit check
50GB data offer only available until 23rd December 2018. Offer may be withdrawn at any time, handsets subject to availability.

Need a cheaper mobile?

You don't need the latest device to keep in touch; try these classics and still benefit from today's technology...

Remember the slide Nokia?

Well you can get this iconic design in Banana Yellow or Black. 4G with 2.4" display screen and 2MP camera means you can browse the internet, check your social media, take pictures, message, call, and play games and your music. What more could you want?

AT ONLY £14* it's a perfect Present for retro fans!

£14 a month
includes 8GB data,
unlimited calls
and texts.

**T&Cs apply, price excludes VAT, based on O2 business 24 month contract, NEW connection, no port, subject to credit check. Offer may be withdrawn at any time, handsets subject to availability.*

Would love an iPhone but can't justify the latest cost? Get a NEW iPhone 6 16GB for £32 a month. With a 4.7" screen, 8MP camera, Siri, Fingerprint sensor and GPS. Update to iOS12 along with all the benefits of Apple Pay, iTunes, iCloud, Apps, Games, Music and much more...



£32 a month
includes 12GB
data, unlimited
calls and texts.



O₂

Helping British Businesses stay connected in the EU

According to the Office for National Statistics, exports of goods and services to other EU countries were worth £274 billion in 2017. It's no wonder that many customers who rely on European partners to do business are concerned about the prospect of the cost of calls to the EU rising in the future.

O2 are absolutely committed to supporting businesses and helping them grow. That's why calls and texts to the EU are included in many of our business tariffs, giving customers complete peace of mind when doing business across Europe. Ask your ADSI Account Manager what your business plan includes if you are unsure or have any concerns.

Don't forget, Business customers can also 'Roam Like at Home' when travelling in Europe.

Protect & Cover your new handsets from as little as £3.99* a month

Cover your new handset against Theft, Loss, Breakdown, Accidental Damage, Screen or Liquid Damage.

Whether you have just the one handset or need a complete group cover for all your business mobile phones – we have an affordable Mobile Protection Plan to suit.

Our Mobile Protection Plan (MPP) has proved a big hit with customers over the last 3 years. We have settled 98% of claims and supplied hundreds of repaired & replacement handsets.

It's quick and easy to apply, ask your account manager for an application form or download one from our website; <http://www.adsi.co.uk/mobile-protection-plan/>

We provide free screen protector for iPhones, for use during your contract.

**Mobile Protection Plan will entitle you to repair or replacement of your mobile handset. T&Cs apply, available upon request*

**FROM
£3.99
a month***

Connect to Apps

There are so many Apps to choose from in the big wide store, so here's some of the more popular business one's we've heard about;



Struggle with Time Management? Try MY MINUTES for setting time goals, OMNIFOCUS shows what's due & when, sync between phone and desktop or TRIPIT for travel itinerary & plans



Organisation not your strong point? Try EVERNOTE for syncing notes/reminders across devices, ASANA for tasks & projects, sharing notes & files, links to Google Drive & DropBox (Both great for Storage & Sharing), PROVEN organises your Retail Hiring & Job Listings, BOXMEUP for organising & tracking your packages, containers & bulk storage.



Finance & Accounting GUSTO streamlines payroll, tax & benefits process, QUICKBOOKS accounting software to run your business finances. Take a look at FRESHBOOKS & WAVE if you're a small business owner, self-employed, contractor etc.



Mobile payments PAYPAL HERE attach PayPal card reader to tablet or device & use as portable register, ideal for businesses on the go. SQUARE users get a small card to use with device for fast, convenient payments, optional POS register for business premises.





Why your business needs MDM ?

Mobile Device Management (MDM) provides visibility and control of smartphones and tablets within the business. With the increasing volume and diversity of both 'bring your own device' (BYOD) and corporate-owned devices being used in organisations today, a growing challenge for businesses is keeping corporate information secure.

ADSI MDM is powered by IBM and enables businesses to enrol and centrally manage ALL your mobile devices. It supports iOS and Android smartphones and tablets.

Our Mobile Device Management Plans are available from just £2.49 a month

Track your company handsets!



Where does Bill the Sales guy go every day? How long is he actually spending on those appointments? Track your employee handsets and find out where they are and how long that meeting actually takes...

Find out from 99p* a month. Location Tracking on your company handsets with our MDM solution can give you detailed reports on exact location, dates and times. With various options to choose from you can have Daily, Weekly or Monthly reports in your Inbox.

OR Chose our ON-DEMAND TRACKING option for 99p a month and just ask as and when you need the details!

Control the handset spending!

Just had a shocking mobile phone bill for Fred the delivery guy? Put an end to unwanted charges and get alerts before they happen!

Networks may alert the handset user but you're the bill payer right? If Fred is going to go over his data allowance you need to know beforehand!



Our MDM App collects data from the device and we set up 3 alerts when the data threshold has been reached. These are set to 70%, 80% and 100%. Each time a threshold is reached, you and your ADSI Account Manager are alerted by email. When the threshold reaches 100%, we will block the device from using anymore data. You, the bill payer, can then decide what to do.

*in addition to MDM monthly solution from £2 a month depending on Plan taken. Prices plus VAT, per month, based on 24 month contract, payable by Direct Debit. Terms and conditions apply.

On Android devices the App runs in the background and collects data.

On iOS devices the App must be kept open & running in background on device to allow for the data to be collected. If the App is closed on these devices it will prevent the data from being collected.

Are computer problems holding back your business?



Whether your pc's are being temperamental, server's throwing a wobbly, connections failing, software needs updating, or you just need peace of mind support & back-up... we can help

Call 01268 495566 to discuss a one-off project requirement or for details of our IT support and service packages. We have a trusted team of experts that will manage your day-to-day computer issues and provide long term advice on reoccurring issues that you are experiencing.

IT HELP is here support@adsitechnology.co.uk

Why VoIP is becoming popular



Voice Over Internet Protocol (VoIP) - the simple function upon which it sells itself is the fact that it uses the internet to make calls, this in itself brings several advantages, VoIP is believed to be one of the best and the most economical ways to make calls, plus it's easy to set up and use.

Since BT's announcement that they are turning off their ISDN network for voice calling in 2025, alternative telephone network systems have taken ISDN's place and risen in popularity. Changing from ISDN will make it easier for businesses who want to take advantage of some of the advance features that using VoIP and Sip creates.

ADSI Hosted VoIP is a highly reliable and scalable system that will save your business time and money. Have just one number where your customers or team can reach you wherever you may be. Improve interoperability between mobiles and fixed telephones by allowing you to use your smartphone in the same way as you use your desk phone including call transfer, hold, internal extension numbers, divert, forward, combined voicemail and many more.

Our modern, digital VoIP system has 99.99% uptime and disaster recovery to divert calls to other devices, smartphones etc. should the unthinkable happen. We use the best IP telephones with the highest voice quality. With full support including training, number porting, provisioning and 24/7 UK-based assistance YOU will get complete peace of mind with our ADSI VoIP.

For further details and to book an on-site meeting to discuss your requirements call 01268 495555 or email voip@adsigroup.co.uk

Energy news... prices continued to rise in 2018



The UK Energy market is so volatile at the moment with the majority of GAS & ELECTRICITY suppliers having already set price rises on their tariffs. If you are a British Gas, Scottish Power, EDF or Npower user you may have already received an increased price notification.

You can get your gas and electricity bills checked with ADSI for FREE.

We specialize in reducing business energy costs and protecting customers from future rises. We deal with ALL the major suppliers and can get you a better deal with your current energy provider if one is available. You don't have to search through websites, fill out numerous forms or contact your provider - we do all the work for you - completely FREE of charge. You have nothing to lose.

Contact our energy team on 01268 495555 or energy@adsigroup.co.uk

GREAT NEWS

IBM have selected ADSI as a Case Study on our MDM product! Read the article on the IBM website; <https://www.ibm.com/case-studies/adsi>

Foote Focus

If you're a long standing customer of ADSI you'll probably have spoken to or met one or both of the Foote brothers. In the Mobiles Team for many years, they've now earned their place in our newsletter!

Rob Foote joined us in 2007 at just 20; a real down to earth Essex lad from Romford... 11 years on (now tamed) he manages the SOHO Team and his own database of customers.



Rob always has a busy workload with colleague and customer queries, his home life is pretty hectic too with 4 very young 'footes' to handle. He's always amusing us with his life experiences & tales; things just seem to happen to our Rob... Dress-down Fridays at ADSI are the perfect excuse for Rob to wear his latest Lacoste ensemble teamed with designer sliders!

In 2011, Rob introduced his brother Brad to the ADSI world. Fresh faced at just 19, Brad joined the Mobiles team and hit the phones with the rest of them to build his database of loyal customers.

Brad met his now wife, Jess, at ADSI so we're proud to have been a factor in that happy liaison. If you're Brad's customer you will know there's 3 loves in our Brad's life; Jess, Fishing and Football! In the office Brad is renowned to be 'slightly' disorganised but the Admin department love him anyway and he usually smiles his way out of most situations! We asked;

Best bits about working at ADSI?

Rob Really enjoy the friendly, family atmosphere that's developed over the years here; do love a gossip with Admin! I also enjoy building good relationships and rapport with my customers.

Brad Of course, I have to say meeting my wife here... I've also made good friends, we have great socialising and team connection here. I love the fact that every day brings something different to deal with.

What was your first mobile phone? And what have you got now?

Rob First was a Phillips BT Cellnet; a small brick and one of the first phones to have texting (I was the biz around Romford!). Now it's the iPhone XS Max, I always have the latest iPhone within days of its launch, of course!

Brad First phone was a Nokia 3210, loved Snake! Now I have an iPhone 8.

Are you still account managing any of your customers from when you started at ADSI?

Rob Yes I have loads still on board, I'm lucky as Clare, my PA helps out with my accounts but I'll mention Granite City Motors, Thurrock Engineering, Lakeside Containers & Models 1 (the charming Nick Frost)

Brad Definitely, there's AVL Powertrain, Fire Protection, Alarmtec, Breathing Buildings and Dogs Trust to name a few.

Competition time

Send your answers to these 3 questions and you'll be entered into our draw to win TEN FREE MDM Licences for 12 Months.

1. What's the company name of our latest acquisition?

2. What does VoIP stand for?

3. How much do our Mobile Protection Plans start from?

Email your entry to marketing@adsigroup.co.uk
Please ensure you include your contact details.

All correct entries received will be placed in draw ending 31st December 2018. First correct entry drawn will win Ten MDM licences for 12 months, winner will be contacted by email.

Kilimanjaro climb

An amazing time was had by Adrian, Stuart and Sue who climbed Kilimanjaro this September. They trekked through rainforest, walked endless kilometres ascending through dirt & dust up the great mountain, ventured through the lava tower plateau, scrambled up rock ledges and then finally experienced icy wind, snow & glaciers at the summit – Wow! Brilliant, tough and challenging.

We really pleased to have raised a fantastic £6000 for our chosen charity this year, Great Ormond Street Hospital. All donations have gone 100% to the charity – thank you so much for your contributions.



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