

SUMMER 2019

# connect adsis

## BUSINESS

### Inside this issue...

**SONY XPERIA L1** great value smartphone £19 / month

**FOCUS ON CORPORATE SECTOR CHALLENGES**

**GDPR** - how a Mobile Device Management solution can help

**BEAT RISING GAS & ELECTRICITY COSTS**

**VOIP** - new product *COLLABORATE* has just been released!

### Galaxy Tab A 10.1 £25 a month includes 50GB of data

The Samsung Galaxy Tablet A with super high resolution screen offers unrivalled mobile viewing experience; enjoy stunning HD quality viewing photos, videos, e-books or web pages. Features 8MP camera with autofocus.

Sync with your Galaxy smartphone, plus connect via Wi-Fi direct to share and watch content between TV and tablet. Offer includes 50GB of data a month so you can always keep connected; browse, download, stream, watch and play to your hearts content, and of course, work...

**Call 01268 495555**

\*plus VAT, based on 27 month contract with O2 Business, Terms & Conditions apply, Tablet subject to availability, offer may be withdrawn at any time.

### Just Call Me the easy way to get everyone together

**O2 Just Call Me** is an easy and cost-effective way to get people talking, at any time, from any location. No need for dial-in numbers or pin codes. People simply dial your mobile number (or if they are abroad, a local dial-in number).

A fixed monthly charge of £5 is all you pay and you can host as many conferences as you need. Participants dial your mobile number and if a conference is happening, you will be asked to let them in. Invite contacts, sync conferences with your calendar, run two conferences at the same, you're in control – muffle, mute or remove participants!

**Order from your Account Manager today!**

Tel: 01268 495555

# Corporate Focus

In today's fast moving busy corporate sector, a key mobility challenge is Security around agile working. Companies expanding and increasing their head count are finding that office space is limited. That, coupled with the definite trend in mobile/home flexible working ethics, can bring a significant increase in mobile device usage. Ensuring usage visibility, data security and device control can therefore be challenging.

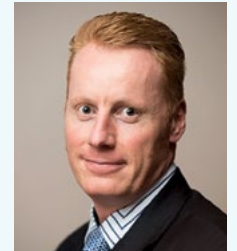
We can help with the ever changing needs of your business by providing competitive, bespoke mobile, voice and data plans for your business together with industry leading security solutions. Whether you need a more appropriate mobile data solution, improved connection, increased flexibility and control, we have a range of solutions to ensure your workforce stay connected when they need to, with on-going support all the way.

**Our Corporate sector at ADSI will take the strain off your management and the processes of controlling your mobile phone solutions and needs.**

To discuss your Corporate Business requirements contact;

**Jon Gaydon**  
Corporate Account Director

Mobile: **07740528852**  
Email: **jong@adsigroup.co.uk**



Jon is focussed on providing great savings on your mobile requirements, specialising in assisting large corporates with over 100 handsets or devices, offering professional advice, excellent customer service and support along with pro-active account management.

## Business Apps from O<sub>2</sub>

make every day work easier with these digital solutions from O<sub>2</sub>

**Office 365** – keep working using apps like Word, Excel, PowerPoint, Outlook and OneNote

**Box** – share documents and collaborate online with colleagues and customers

**McAfee** – keep documents and data safe with this multi-access app

**Just Call Me** – as featured on front page

Call for more information 01268 495555

## 5G News

**5G networks are the next generation of mobile internet connectivity offering faster speeds and more reliable connections on smartphones and other devices than ever before.**

Combining cutting edge network technology and the very latest research, 5G should offer connections that are multitudes faster than current connections, with average download speeds of around 1GBps expected to soon be the norm.

With development well underway, 5G networks are expected to launch across the world by 2020, working alongside existing 3G and 4G technology to provide speedier connections that stay online no matter where you are.

## Travelling abroad this Summer?

Check with us before you set off to ensure your mobile phone is ready to go with the best data / call option for the country you are visiting. There are many cost saving bolt-ons available to save you money!

If you're visiting Europe (O<sub>2</sub>'s Europe Zone - check with me); any calls, texts and data come out of your UK allowance.



## Mobile Protection Plan

At ADSI we offer simple, clear Mobile Protection Plans to cover your mobile phone with the following cover and benefits;

- ✓ Theft
- ✓ Loss
- ✓ Breakdown
- ✓ Accidental Damage
- ✓ Screen & Liquid Damage
- ✓ Worldwide loss & damage (UK residents only)
- ✓ Replacement handset if yours can't be repaired
- ✓ Group Cover for multiple handsets
- ✓ Technical Assistance

From just **£3.99** a month, per handset



## Smooth operator at a great price

**Sony Xperia L1 £19\* a month**

From just **£19\*** a month

If you're looking for a great smartphone with smooth performance and standout display, look no further than the Xperia L1 from Sony.

Super easy to use with 5.5" display, 16gb memory with expandable memory card slot, 13MP camera & 5MP selfie camera, google android OS and packed with a host of Sony features

- Free Sony Xperia L1
- Unlimited calls & texts
- 16GB data
- Available in white, black and pink



\*plus VAT, based on 24 month contract with O<sub>2</sub>, new connection or port, subject to credit check, terms and conditions apply. Handset subject to availability, offer may be withdrawn at any time.

## GDPR – how a Mobile Device Management solution can assist



Employees with mobile devices? Yes they increase overall productivity and ensure flexible working but users may have unrestricted access to the internet, social media, apps and much, much more. This brings issues such as Security and Legal Risks as well as Costs to control. You may have a mobile device policy in place but how can this be controlled?

Along with these factors are you also confident that you can answer questions in relation to your mobile devices, such as;

**Where is your data stored? Is it stored securely and in compliance with GDPR and other regulations? How are end users privacy being protected?**

**GDPR Compliance, as well as security, legal risks and cost control can all be addressed with the implementation of a mobile device management solution**

ADSI Mobile Device Management (MDM) features the MaaS360 platform, powered by IBM. It is a fast, fully featured solution to configure devices for enterprise access and protect data on smartphones and tablets – all from a single screen, with flexible solutions to meet your specific organisation needs.

Manage and secure your mobile devices, laptops and desktops, including their users, apps, content and data, the MaaS360 platform can support your GDPR compliance goals and assist your business in mobile device data compliance and security.

Delivered from a best-in-class cloud, MaaS360 has earned longstanding recognition for fast, simple, and flexible deployments. Its open platform makes integration with existing apps and infrastructure seamless and straightforward.

Deployment is quick. In just a few clicks, devices can be enrolled and quickly managed – from enrolment to enterprise integration, configuration and management, monitoring and security, support, and analytics and reporting.

**Hosted MDM solution is available from £2.49\* a month, per device.**

Supports iOS and Android smartphones and tablets

Expense Management and Location Tracking options are available

\*price dependant on MDM plan taken. Price plus VAT, per month, per device, payable by Direct Debit, based on a 24 month contract, terms and conditions apply. Note: On Android devices the App runs in the background and collects data. On iOS devices the App must be kept open & running in the background on device to allow for data to be collected. If App is closed, data cannot be collected

## VoIP news...

**A new product, Collaborate, has just been released.**



**Collaborate** is a complete unified communications experience built and fully integrated onto the existing Hosted VoIP telephony system that we provide – **ADSI VoIP**.

Designed to improve productivity and increase collaborative team working, it supports all the features and functionality of the telephony service for a true unified communications experience.

Suitable for any sized business looking to improve productivity, increase collaborative team working, attract more diverse talent and speed up making business decisions. **Communication is essential to the success of any business.**

Today's fast moving world means that your business needs to be agile to respond to customers quickly, day or night, and your employees need to be equipped to handle a constant flow of queries across multiple channels. Faster response times can be a key factor in helping you stay ahead of the competition and stand out in the crowded market.

By effectively connecting people, applications, clouds and networks, you can transform how quickly and efficiently information is shared, which will improve employee productivity and in turn boost your bottom line.

**Collaborate solution offers services such as; Instant messaging, voice, video, desktop and application sharing, and document sharing.**

Driven through a set of end user applications for Windows, MAC, Android and iOS, it enables users to access business communications and collaboration services from their favourite devices – wherever they are.

**To discuss your VoIP telephone requirements contact us on 01268 495555 or email [voip@adsigroup.co.uk](mailto:voip@adsigroup.co.uk).**



**IT Service, Support and One-off Projects carried out by our Tech Team. Tel: 01268 495566 / Email: [servicedesk@adsitechnology.co.uk](mailto:servicedesk@adsitechnology.co.uk)**

## Energy News....

**Millions of customers have seen their gas and electricity prices rise by more than 10% on average from April.**

Energy suppliers in the UK, including the big six; British Gas, Scottish Power, SSE, Eon, EDF and Npower, have all hiked prices for millions of customers on a standard variable tariff (SVT).

### Why have prices risen?

The energy suppliers hit customers with rises in response to regulator Ofgem increasing the level of its price cap on standard and default energy tariffs. The price cap limits the amount suppliers can charge for each unit of gas and electricity, and sets a maximum daily standing charge for your connection to the grid which is reviewed twice a year.

Also to blame is the increase in higher wholesale energy costs caused by rising oil prices, as well as factors such as green energy schemes and higher demand during the 'Beast from the East' weather event last year.

### What can you do?

We have recently increased our Energy Team at ADSI in anticipation that more and more businesses will look to switching this year and we are aware that competition in the market is tough.

**Our gas and electricity bill check service is completely FREE, takes away the stress of supplier switching & cost management away from you.**

**Just send your latest Gas and Electricity bills for review to our team at [energy@adsigroup.co.uk](mailto:energy@adsigroup.co.uk) or call 01268 495555 to speak to someone.**

If your current tariff can be improved and cost reductions can be made we will let you know your options. If you choose to change suppliers on our recommendation, we do all the paperwork and manage the switch for you.

## Staff Focus

Carly Rand is our HR Manager at ADSI, she has been with us for 8 years and looks after all the staff and recruiting.

In the office Carly is constantly fending off repetitive calls from Recruitment Agencies (I'm sure many of you can relate to this!), deals with all the employment contracts and legal bits, advertises vacancies and handles just about everything staff related. With nearing 50 staff now, we keep her busy!

### We asked Carly;

#### What is the biggest challenge facing you in today's HR world?

Competition is fierce, meaning that everyone wants to secure the best talent. The need to sell your offering to candidates is much more apparent in today's world, people are keen to compare the whole package that's available and salary is no longer the key driver for accepting employment.

I keep hearing that retaining loyal employees is a huge challenge, however this is not something that tests us at ADSI. We have a number of long tenured employees that year after year remain committed to our business.

#### What have you found to be the most significant changes in the Recruitment process over the years?

The proactive approach has become a necessity. With the increasing use of social media, candidates will often expect you to reach out to them rather than the old traditional ways of merely applying for a vacancy.

GDPR has also had an impact. Since the introduction of the new regulation last May both candidates and recruitment agencies are much more aware of how data is stored and utilised.

#### How do you think ADSI is different from other companies in its staffing structure?

I've already mentioned that we have a number of long standing employees, over the years I've enjoyed watching their personal development. Some of the team started fresh faced and inexperienced and have grown in to the professional and responsible people that I see before me today. I feel proud and privileged to have watched them flourish, buy their own houses, get married and develop in their careers. It's a real family vibe here.

#### What do you enjoy doing in your spare time?

I love to travel and am always looking to plan my next adventure. I've been fortunate over the years to have visited some amazing places, whether this be to relax on a white sandy beach or to experience the culture of others. Whilst I love to get away with my family, I'm also lucky enough to have had the opportunity to visit some great places with my colleagues and friends.



## Contact us

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## Who's who...

**Adrian Spreadborough**  
Managing Director

**Jackie Robinson**  
Finance & Operations  
Manager

**Dave Cribbs**  
Sales Director

**Rob Foote**  
Senior Account Manager - Mobiles

**Karly Pavitt**  
Sales Operations Manager

**Sue Dennison**  
Marketing Manager

**Carly Rand**  
HR Manager

**Westley Kelley**  
Head of Infrastructure



## 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!

\*£20 cash/voucher will be paid when the new service/contract commences.  
Please note £20 is payable per service, NOT per handset, telephone, rental line or connection. Up to 5 ADSI services are available.

## Mobiles Monthly Bill Manager

### NEW FEATURES

**We have made enhancements to our monthly Bill Manager service – reporting on your Mobile account is now as flexible as you want it to be!**

As well as the standard reporting we offer additional options to improve your monthly billing reports further - the more information you give us, the more detail we can add in your monthly emailed report.

Cost Centre Distribution, Usage Summary, Most Frequently Dialed Numbers, Specified Months by MPN, Chargeable Calls by MPN, Zero Usage MPN are just a few of the many options you can now have included.

There are also additional bespoke categories we can set up and summarise on your customised reports, making it clearer to see and easier to understand your bills when they arrive each month.

**Contact us for a new Bill Manager brochure at [marketing@adsigroup.co.uk](mailto:marketing@adsigroup.co.uk) or call your Account Manager for further details and to set up.**

