

AUTUMN/WINTER 2020

connect

BUSINESS



Inside this issue...

Remote Working *the new normal*

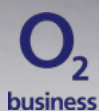
New version of MyADSI
the customer portal for mobile accounts

VoIP Technology
from £12.95 per desk, per month

Simplifying Technology
with IT Support

Lower your
carbon emissions

Staff Awards
& Promotions



Direct
Partner
Network

Digital
excellence
2020

Customer
excellence
2020

NEW Apple iPhone SE 2020 only £26 a month*

Unlimited Calls & Texts, 6GB Data a month
Available in Black, White & Red.

The new Apple iPhone SE 2020 features 64Gb memory, 4.7" Liquid Retina IPS LCD screen, 12MP main camera and a 7MP selfie camera, fingerprint ID, Qi wireless charging, iOS 13, Siri, Bluetooth, Apple Pay and much more!

*£26 a month plus VAT, based on 36 month contract (upgrade 180 days early) with O2, new connection or port, subject to credit check, terms and conditions apply. Handset subject to availability. Offer may be withdrawn at any time.

NEW Samsung Galaxy Tab A 8 with UNLIMITED DATA only £25 a month**

Surf, connect, download, play, share, its endless....
Use as much data as you need with O2's Unlimited Data Offer!

The Samsung Galaxy Tab A 8 features 32GB memory with additional SD Card slot, 8MP front camera, dual speakers, Samsung Notes, Apps & Calendar. Lightweight, portable and versatile. Perfect for Mobile Working.

**£25 a month plus VAT, based on 24 month contract with O2, new connection only, subject to credit check, terms and conditions apply. Tablet subject to availability. Offer may be withdrawn at any time. Unlimited data relates to 650gb fair usage and 35gb EU data use.

Mobile Working reaches new levels

By now, most people have had some experience of what it's like to work remotely. Moving away from traditional expectations of 'office work' being office-based, new generations entering the workforce have been a driving force in changing our working culture.

As businesses embrace the cultural shift towards flexible working, is it safe to say this change is permanent? It certainly looks like flexible working could be here to stay. And that will have a much wider impact than some people realise.

The technological aspect is fundamental to the cultural shift. Laptops and mobile devices are becoming more and more powerful, Wi-Fi is more reliable than ever, and with growing investment in 5G connectivity, we can expect more of us to be working flexibly in future.

Working from home advantages

A new O2 research report reveals how attitudes towards remote working have changed during 2020 with many business owners surprised by how effectively their employees have been able to work from home.

Now we've seen the benefits first-hand, could over 70% of companies really be planning to make a permanent shift to more remote working?

The "new normal" can bring efficiencies to your business such as cost savings and increased productivity;

- When more of your workforce is remote, there's less need to have a desk for everyone, meaning a reduction in the cost of rent, utilities and other overheads.
- Considerable savings can be made on the daily commute, so not to mention time wasted.
- Savings on business trips can make a huge impact too, as proved by necessity this year, meetings can be just as productive when replaced with video calls and virtual meetings.
- Technology makes it possible to achieve the flexibility that workers desire – smartphones and tablets, allow teams to be connected from anywhere as well as keeping in touch with customers.
- When working together in the same location isn't an option, reliable connectivity is essential for collaboration. The transition to a more flexible way of working will offer benefits that reach far beyond the office.

What's clear from O2's research is that, although the normal business model may be changing, organisations must ensure they continue to provide the infrastructure for people to collaborate, communicate and connect with one another.

Discover ways your business can benefit from more flexible working, contact your Account Manager, call us on 01268 495555 or email solutions@adsi.co.uk



Corporate Focus

Our corporate clients may not have all returned to the offices right now but Jon Gaydon, Account Director for our Corporate sector is still just a call away.

If a face to face meet isn't right for you and you would like to discuss your ongoing requirements, take the strain off your management and the process of controlling your mobile phone, contact Jon by email or send him a Teams / Zoom invite;

To discuss your Corporate Business requirements contact;

Jon Gaydon
Corporate Account Director

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

Jon has been working remotely for years, this has usually included working from home at least 1 day a week. So, for him, 2020's remote working has been his 'norm' for quite sometime!

Jon shares the 'wfh top tips' that work for him:

- Schedule start and end time and keep it consistent every day / week so your body and mind are used to it.
- Block your tasks each day into set time blocks, use your calendar and set a timer to help keep your focus.
- Take regular short breaks and move your body. There are usually a lot less distractions when working from home so it can be easy to sit and work for many hours at a time without stopping.
- Create a home office space. Have a dedicated, clean and tidy place to work
- Dress like you are at work. Whilst a suit may be too much I recommend always being video call ready and wearing different work day clothes than you would wear at the weekend as this helps your mind separate work and relax time.

The O2 5G network is now live in over 70 towns and cities. This means if you have a compatible device with a 5G tariff and sim, once 5G is available in your area, you can benefit from a better and more reliable connection in extra busy places, delay-free downloads and buffer-free streaming.

The new MyADSI Portal



Our in-house IT team have re-designed our bespoke Portal specifically for ADSI customers. Once registered, customers can access and manage their mobile account, 24 hours per day 365 days per year.

Just launched, the new version of MyADSI gives you instant access to your billing information with the ability to add end users to view and analyse aspects of the account. Download invoices, make changes to Usernames, Cost Centres & add up to 4 Custom defined fields per mobile - as well as action sim swaps, place bars, view billing history and see real time update on the progress of changes. You can even add multiple users to help manage all or just a sub section of the account, all this in just a few clicks. **Interested in getting onboard?** Speak to your account manager to get setup and talk through the functionality.

Fully managed VoIP system for just £12.95* per month, per desk.

Offer includes;

- Low-cost and free IP calling
 - 2000 **FREE** minutes per month to UK mobile numbers
 - 2000 **FREE** minutes per month to UK landlines
 - **FREE** Handset
 - **FREE** Installation and Training
 - **FREE** Professional Support from our dedicated VoIP team
- All with **low up-front costs, no disruption, no hassle.**

Designed to work anywhere across multiple sites, our VoIP solution is completely provided and configured by us to suit small to medium businesses. The system provides a huge range of smart call management features at your fingertips, mobiles and other devices can also be integrated and you can answer or make calls from anywhere in the world, all through your office numbers.

We can also provide a phone you can use on your desktop or laptop if you are on the move and an app for your mobile. This limited offer is available to existing ADSI Customers from £12.95 a month, per desk. T&Cs apply. **Call 01268 495555 or email voip@adsi.co.uk for further details and to book a site survey.**

Need to manage and secure your smartphones and tablets more effectively?

Are your company devices meeting compliances such as GDPR? Where is your data going, how is stored and are end user's privacy being protected?

With more employees now working remotely, we can assist you in all these concerns with our ADSI MDM (Mobile Device Management) Solution, it allows you to take control of your business devices regardless of who has them!

Mobiles and tablets can be easily managed; know where they are and what they are being used for, restrict, add and manage apps, websites, social media, downloading, streaming, sharing and much more...all specified by you. Enforce control in today's new mobile working world!

You can also add Expense Management & Device Tracking to your plan. Plans are available from just £2.49 a month, per device.

For further details about MDM ask your account manager or call us on 01268 495555.



LOWER YOUR CARBON EMISSIONS

Would you like to report lower carbon emissions AND save money on your energy supply?

Whatever the size of your business, demonstrating your renewable energy credentials shows a positive commitment to sustainable values. By choosing a low-carbon energy supplier for your gas and electricity you can;

- **Reduce your carbon footprint**
- **Report zero emissions in many cases**
- **Demonstrate your commitment to renewable and sustainable goals**
- **Enhance your reputation with customers and stakeholders**

Energy Providers such as SSE Green and EDF Energy Blue for Business are both suppliers of renewable, low-carbon, electricity, generated by wind and hydro assets. At ADSI we can assist you in getting one of these providers on board at the right price for your usage.

Interested but not sure where to start? Just give our energy team a call on **01268 495555** or email energy@adsi.co.uk to power your business up...



Simplifying Technology for your business...

Wouldn't it be great if comprehensive IT support, specifically designed for your business, was just a phone call away?

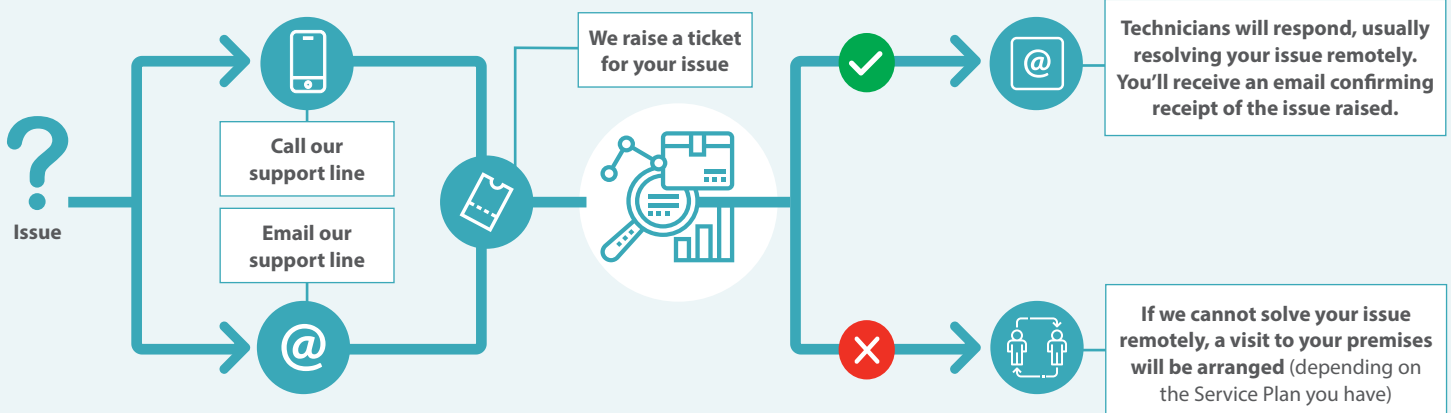
We are delighted to offer a range of Support Packages that provide full support and complete responsibility for your business' IT requirements in today's demanding world. Services such as managing day-to-day issues & errors, identifying trends and recurring issues to isolate the root causes are just some of the services we offer. We provide preventative solutions, back-ups, recommending efficient hardware and software that meet your needs, along with long term advice regarding any IT-related business issues.

As a client of ADSI Technology you will receive pro-active service from our trained and professionally qualified staff who have the 'know how' to prevent many issues before they affect you and your business.

We are proud to have a great team here at ADSI. The support team are experienced in Information Technology specialising in programming, networking & infrastructure, software and hardware support.

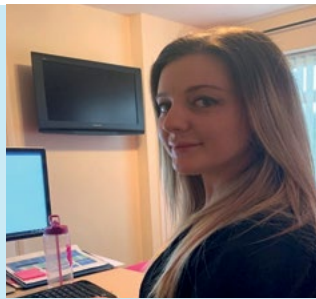
Interested in ongoing IT Support? Packages start from £125 a month. We also quote for one-off projects. For further info call 01268 495566 / email servicedesk@adsitechnology.co.uk

HOW OUR SUPPORT WORKS



Staff Focus

Amy Titheradge has been with us since 2016. Her role as Account Manager involves managing many of the smaller handset accounts and she has a great rapport with customers. Like many others, Amy has been working from home since the end of March. As she's usually one of the louder, bubblier staff members in Sales, we asked her how she's found the experience;



How are you finding working from home?

At first I really enjoyed it, then went through a stage of missing the office, but now I'm so used to my new routine I think it will take some time to get used to going back into the office!

We have been having our daily and weekly meetings on Teams which has been really nice to see everyone! And, of course I speak to the Admin team as much as normal really.

O2 have been really helpful and quick with getting queries and requests sorted, even though a lot of them are working from home too – it is all running pretty smoothly given the situation which makes my job a lot easier!

Anything you are missing or desperate to get back to?

Although I spend much of my work day interacting with customers both on the phone and by email, I do miss the social interaction that comes with being in the office. I certainly don't miss wearing make-up and having to do my hair every day - that will be a culture shock when I do go back into the office!

I understand you've had a couple of special events over the last few years?

It has been a crazy last few years for me, Jamie and I got Married in August 2017 so we recently celebrated our 3rd Anniversary. Prior to the big event, I was on the TV programme 'Say Yes to the Dress' which was an amazing experience!

Last winter I had the pleasure of going to Buckingham Palace for my Dad's Investiture; he received an M.B.E for his work around Risk, Security & Counter Terrorism while he worked at the British Council – this was one of the best days ever (besides our wedding, of course!). The Palace was incredible and we had a lovely meal in Piccadilly with friends and family, it is honestly a day I will never forget!

Contact us

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Who's who...

Adrian Spreadborough
Managing Director

Jackie Robinson
Finance & Operations
Manager

Rob Foote
Sales Manager - Mobiles

Karly Pavitt
Sales Operations Manager

Sue Dennison
Marketing Manager

Carly Rand
HR Manager

Staff awards

At the end of March we usually celebrate our Long Service Staff Awards, sadly it wasn't the big night out we had planned and celebrations are on-hold for now! However, a big well done to the following;

10 years service

Anthony Monks, Mobiles Account Manager

Maria McPherson-Davis, Accounts Assistant

5 Years service

Rhianne Pearce, Assistant Accountant

Vicky Zwarra, Operations Assistant

We are also pleased to announce a couple of internal promotions too;

- Brad Foote achieved the status of Senior Relationship Manager in Mobiles
- Adam Peake has been appointed as Infrastructure Team Leader in our IT Department
- Rhianne Pearce has been appointed to the position of Assistant Accountant following her studies for ACCA Qualification.

Congratulations to them all!



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

OR donate to a charity of your choice

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!