



# Be better. Always.

Connect every element of your business.

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BETTER PERFORMANCE. BETTER CONNECTIVITY. BETTER RETURN ON INVESTMENT.



# At Spectrum, we believe there's always room to be better.

**Better technology, better connectivity and better communications deliver better performance.**

We do things the opposite way to other telecoms suppliers. We don't start by identifying the products or services that you need, we start by asking where do you want to be better.

We work from there, first by defining and then by designing and delivering the communications solutions that will make you better.

Helping you achieve maximum productivity & profitability, with minimum wasted expense and effort.

## We believe this is the right way.

# Our Mission.

To empower our clients to realise their potential by optimising their connectivity, capabilities and performance.

## How we can help you be better.



### **Better return on investment.**

Spectrum can help you drive down costs and scale your services depending on your needs, to deliver better efficiency, productivity and profitability.



### **Better connectivity.**

In our world where connectivity is key, our range of specialist communications solutions can help you transform the way you engage with your clients.



### **Better performance.**

For your business to fulfil its true potential, you need a high-performing digital communications infrastructure that helps you achieve not only what you want to achieve today, but also what you want to achieve tomorrow.

# What we do.

## Helping you make the most of technology.

Without the right support services in place, it can be hard to get the most from your investment in the technology. We provide a full-service wrap to support our product portfolio, including analysing your existing estate, making recommendations incorporating innovation, implementation management, project reviews and ongoing managed services that deliver real value.

### Data Connectivity.

We work with market-leading providers of data connectivity services to deliver solutions which will unlock your business' full potential by supporting greater collaborative, home and flexible working.

These relationships enable us to provide diverse, secure, cost-efficient connectivity solutions that address your capacity and speed requirements, as well as deployment issues and management needs.

We can help you improve productivity by enabling real-time access to critical resources anytime, anywhere; making communication with colleagues, partners and clients easy.

### Business Telecoms.

Today's business telecoms systems allow you to mix analogue, digital and IP devices over a range of connectivity options.

We are vendor-agnostic, which means we are free to design and develop bespoke business telecoms solutions which match your exact requirements for highly available, resilient, secure and scalable telephony infrastructures.

A flexible, diverse portfolio of services will help minimise business disruption and reduce downtime. By using Spectrum to manage your supplier network you can increase operational effectiveness.

### Business Mobiles.

We can save you time and money by maximising the effectiveness of your employees and your investment in business mobile contracts.

We work with all of the UK's leading carriers, giving you access to the best coverage, best tariffs and latest technology. Because our advice is completely independent, you can be sure that what we recommend is right for you.

Our mobile application solutions offer efficient data storage, location-based tracking technology and real-time security and control to help you increase the productivity of your mobile workers.

### Hosted Services.

We provide fully hosted alternatives to traditional on-premise servers and applications as well as hybrid solutions to meet the needs of today's progressing business.

Our suite of hosted data services is flexible and cost-effective, ideal for companies that need a customised, dedicated system providing full control over data and equipment.

With Spectrum CloudTalk you buy a service, not a product. It's our job to manage the operational details while you simply enjoy the advantages. As a Microsoft partner, we can deliver a bespoke service to migrate you from your current IT systems into Office 365.

# How we've helped others.

"The support structure in place at Spectrum is exceptional and we know we can get support on any issues we encounter, giving us peace of mind that we are secure even out of hours. The reporting structure integrated into CloudTalk has helped our ticket office to spot deficiencies in their staffing allocation and tackle these, meaning we can more efficiently answer calls which, in turn, generates more revenue for us."

Benjamin Falkner  
IT Manager - The Curve Theatre

"We took the plunge and upgraded our mobile devices and 4G network. With Spectrum's support the whole transition was seamless. Spectrum's SIP product provides us with peace of mind. We know our fixed line communications are 100% resilient."

Andrew Meade  
IT Manager - Forsters LLP

"In the legal industry, time is money and staying connected to your clients is crucial. Spectrum Telecoms has provided an outstanding service around solution design, installation, maintenance and support."

Phil Yates  
Partnership Secretary - The Wilkes Partnership

# Our History.

Spectrum was founded by Simon Holt in 1996. The company was created with the aim of providing clients with cost effective solutions for traditional fixed line services, supported by exceptional account management via a network of supplier dealer agreements.

## 1996

Spectrum founded by Simon Holt.



## 2003

Jenny Holt joins Spectrum.  
Innovative cost saving solutions added into the product portfolio.



## 2007

Launch of Spectrum's in-house billing platform and BT wholesale agreement.



## 2016

Spectrum celebrates it's 20th anniversary.



## 2000

Spectrum signs distributor agreement to provide Orange UK network services to customers.



## 2005

Spectrum secures first NHS tender, The Royal Free Hospital NHS mobile contract.



## 2013

Spectrum moves into new Head Office at the Centrum 100 Business Park, Burton Upon Trent.

# Be better now.

Whether its better customer experiences, better ways of working, better use of your own time, better system resilience or better profitability, there's always room to be better. **Always.**

# Be better in the future.

We don't stop there, because what's better today won't necessarily be better tomorrow. Technology doesn't stand still. That's why we'll always keep challenging you to be better. **Always.**



# Our Values.



## Creativity

We're ahead of the game when it comes to thinking innovatively and can turn that thinking into great solutions for your business.



## Integrity

We always try to do the right thing and support our clients & staff. Our open and honest approach builds the trust critical for long-term relationships.



## Expertise

We can guide you through the wide range of established and emerging technologies to make sure your business is always kept at the forefront of technology.



## Passion

We love our industry and are enthusiastic about what can be achieved. We embrace challenge and are keen to understand your vision and work with you to achieve the very best results.

# Our Suppliers & Partners.

We work with market-leading providers to deliver solutions which will unlock your business' full potential by supporting greater collaborative, home and flexible working.



# Our Customers.

We are committed to getting to know our customers and their businesses so that we can make a difference, helping to improve their overall performance and profitability.

**Turner**



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