



# COST-EFFECTIVE MOBILE TARIFFS FOR INCREASED FUNCTIONALITY

## THE BACKGROUND

Universal Commercial Guarding (Universal security) is a London-based specialist security supplier that provides static, mobile, human resource and control room services.

With more than 20 years' experience, the company works with a diverse range of clients within multiple sectors, managing assignments ranging from single sites requiring only a few hours or visits per week to large multi-person contracts.

## THE CHALLENGE

Prior to contacting Daisy, Universal Security was on a 24-month rolling mobile contract with another network; however the company wanted a more stable deal and decided to explore the market for a cost-effective alternative.

Although the main objective for Daisy was to help the company save money, the customer also required a comprehensive range of available mobile handsets and a direct point of contact which was dedicated to its needs.

### **i AT A GLANCE**

**Company:** Universal Security

**Industry:** Business Services

**Sites:** 1

**Employees:** 201-500

#### **Objective:**

- Discover a secure mobile solution with the best tariffs and handsets available on the market

#### **Solution:**

- Vodafone Business tariff

#### **Products:**

- Blackberry Internet Service (BIS)
- Blackberry Enterprise Server Express (BES Express)

#### **Business Results:**

- Considerable cost savings
- Maximum productivity utilising new hardware and improved mobile tariffs

## THE SOLUTION

In order to provide the customer with the best possible solution, Daisy completed a full review of the mobile tariff Universal Security was previously operating on. Having considered the options available, Daisy proposed the Vodafone Business 2500 tariff which matched the business' current, and more importantly, future needs.

The solution includes 2500 anytime minutes to mobiles, unlimited landline calls and free calls to voicemail – all of which are important features for the business as staff often work off-site. The lead handset pays for the majority of the deal, but additional connections can be added in order to share the network minutes and texts.

BlackBerry Internet Service (BIS) and BlackBerry Enterprise Server Express (BES Express) were also included as part of the package. These services allow employees to sync their Blackberry device with their desk computer allowing them to receive information while on the move.

## THE RESULT

In comparison to the mobile package Universal Security previously had with another network provider, Daisy will be able to help the company make considerable cost savings.

Petrina Gannon, Financial Controller at Universal Security said: "As a business which has more than 200 employees – many of which work offsite – a secure mobile solution is imperative to our operations.

"The Vodafone Business 2500 tariff and BlackBerry solutions provided by Daisy allow our staff to effectively send emails, make calls and connect to the head office easily, ensuring maximum productivity.

"Over the course of the contract we expect to make substantial savings thanks to reduced landline bills and increased flexibility."

In line with a promotional offer, Daisy was also able to offer the company a 15% discount off its overall bill to help fit in with the company's budget.

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Petrina Gannon, Financial Controller at Universal Security

## NEXT STEPS

Contact Daisy today to discover more. Our team will be glad to help.

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Or if you're an existing customer, get in touch with your account manager directly.

**we are daisy.**

[www.daisygroup.com](http://www.daisygroup.com)