

PACKAGING SOLUTIONS SUCCESS STORY

Solar Internet access solution achieves significant savings

"We are delighted with Solar Communications. They have reduced our landline bills by over 60%... and have been totally reliable"

Headquartered in Portugal Logoplaste is an industrial group, manufacturing rigid plastic packaging for some of the most reputable companies in the world, in the food and beverage, personal care, household care and oil and lubricants sectors.

Today, Logoplaste manages 60 factories and more than 350 machines in 18 countries: Angola, Austria, Brazil, Belgium, Canada, Czech Republic, France, Ireland, Italy, Malaysia, Mexico, Netherlands, Portugal, Russia, Spain, Ukraine, United Kingdom and USA.

In 2009, Logoplaste in Reading engaged the services of Haines Watts Expense Control (HWEC). The remit was to analyse their telecommunications spend and identify potential savings.

After a comprehensive review completed within a short timeframe HWEC recommended that significant cost savings could be achieved by the migration of Internet Access services to Solar Communications.

HWEC then worked closely with Logoplaste to create project and service migration plans. They then subsequently managed the seamless migration of services to Solar Communications on behalf of the Logoplaste.

Since migrating their Internet Access over to Solar Communications savings of in excess of £8,400 per annum have been achieved.

Logoplaste commented:

'We are delighted with Solar Communications. They have reduced our landline bills by over 60%. They have been totally reliable. Their service is excellent. We would recommend them without reservation.'

CHALLENGE:

- International company wanted to reduce spending on National and International calls.

SOLUTION:

- Following a business review it was determined that the most significant cost saving would

come from migrating all networking services to Solar Communications

BENEFITS:

- Annual savings of 60%
- Excellent customer service and reliability



ABOUT SOLAR COMMUNICATIONS LTD

Established in 1988, Solar Communications is an award winning trusted communications partner for SME and enterprise businesses throughout the UK and Europe. With offices in Chippenham and London, Solar Communications has been "ShoreTel European Partner of the Year" for the past four years and is first and only European Partner to join the "ShoreTel Circle of Excellence." Solar's knowledge and experience allows bespoke solutions tailored to

business requirements that enable customers to improve productivity, reduce costs and increase profitability. Solar has a reputation for excellent customer support consistently scoring over 97% Customer satisfaction through independent analysis. For more information, visit solar.co.uk

ShoreTel European Partner of the Year 2008, 2009, 2010 and 2011

Outstanding Customer Service Award 2009, 2010 and 2011

ShoreTel Circle of Excellence 2010 and 2011



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