



## Company Profile

### The Beginning

In 2002, Henry Forde had been working in senior customer-facing roles for a number of years in the telecommunications industry serving large corporations. From experience, he knew that the cost of these solutions was beyond the reach of mid-sized and sometimes even larger companies, and that big improvements could be made in the area of customer support.

So in January 2003, Henry set up **net:telecom** to help fill that gap in the market and provide the following services for the mid-sized to very large company:

- first and foremost, great Customer Service by qualified professionals to ensure peace of mind
- innovative, cost-effective solutions that enhance our Customers' efficiency and productivity and provide true measurable value
- quality solutions that not only meet our Customers' immediate needs, but which can grow with them to support today's accelerated pace of change
- a technology partner to support our Customers through new challenges and growth over the years.



**net:telecom** has quickly established itself in the marketplace for unbeatable quality of service and professionalism, the ability to fully understand our Customers' business and challenges, and our range and quality of end-to-end communications solutions.

*Providing truly independent, unbiased advice and services  
is at the heart of our Customer Proposition*

### What Sets Us Apart

Providing truly independent and unbiased advice and services is at the heart of our Customer Proposition. We make it our priority to get to know You and to understand Your business objectives so that we can provide the best solution for Your immediate and future needs.



**net:telecom** has a lean management structure, with few overheads compared to large telecoms providers, which enables us to have highly competitive service fees and product pricing – and to never compromise on quality.

Our smaller size also means we can deliver a more personal, flexible and efficient service.

Another of our distinguishing factors is that we don't just sell a product or solution and then disappear. We seek to establish long-term relationships with our Customers, and that means going the extra mile to ensure that at the end

of the day, You get the quality of service you expect, and would be happy to recommend our products and services!

We don't have sales staff trying to sell "things" you may not need – all our representatives are fully qualified technicians, and will work with You to ensure any solution we provide is designed for Your specific requirements and budget.

At **net:telecom**, Your satisfaction is our concern. Multiple service technicians are on call for after-hours emergencies, and calls are dispatched to a minimum of two persons via their mobile phone.



## net:telecom Today

### Your One-stop Shop for All Your Technical & Communications Needs

Always keeping an eye on the needs of our valued Customers, **net:telecom** has evolved to provide comprehensive end-to-end solutions. As an accredited business systems integrator, we can design, supply, implement and support a full range of telecommunications, internet & IT systems from traditional voice (telephone) systems through to leading edge IP and LAN telephony applications supporting both Voice and Data requirements.

**net:telecom's** end-to-end service delivers everything from requirements analysis and solution design, to equipment procurement (including PCs, office equipment, etc.) and management of third-party suppliers (such as BT), to system configuration and implementation.

Flexible, annual service and maintenance contracts round out the service. We can even manage your existing systems as part of this service, eliminating the need to deal with many different suppliers.



Recognising that many businesses do not have the time or the resources available to investigate the best use of technology, **net:telecom** also provides a consultancy service, including a free and independent telecommunications "health-check" to identify areas where the effective use of technology can help improve efficiency and cut costs.

In 2005, we launched our **eShop** with great success. Our Customers can now shop online for the latest telephony, technology, and software products for both home and office, from corded handsets and digital equipment, to call management and monitoring equipment, to sophisticated video conferencing solutions. Our partnerships with leading suppliers enable us to offer a huge selection of quality products at significantly discounted prices. And all of this can be optionally installed by our specialised technicians.

*Our No.1 Objective :  
Help our Customers leverage existing assets through technology*

### Our Clients Say It All



Since 2003, **net:telecom** has built an impressive list of clients across a wide variety of industries. This includes Financial Services, Automotive Sales & Leasing (Wholesale, Commercial & Private), Government, Legal & Professional Services, Real Estate, Arts & Media, and Local Business.

Most of our business to date has been through word of mouth – through recommendations from our Customers.

We provide hundreds of happy Customers with voice communications via telephone lines, for a fraction of the cost charged by major telecoms providers.

But it's those business Customers who've come to us with sometimes challenging requirements who have been able to really appreciate the personalised service we provide.

Among the companies which have placed their trust in our wider range of services, we are proud to mention this small selection of our valued customers:

- Mercedes-Benz Hertfordshire Group
- IronBridge Capital Management L.P. (UK)
- Trafalgar Asset Managers Ltd.
- St. Aidans (Urban Regeneration & Investment)
- Sterlings Chartered Accountants Ltd.
- David Lindon & Co. Chartered Accountants
- Simpson Wreford & Co. Solicitors
- Curwens Solicitors



## Our People

**net:telecom** has some of the best people in the business! Our management team benefits from over 50 years telecommunications experience at senior level, with key members having played a major role in building some of Europe's largest communications companies.

Every member of our team is hand picked. They are fully qualified to understand the wide range of needs of our Customers and can draw upon our many years of experience to develop the most cost-effective solution for your particular set of unique requirements.



**Henry Forde** is the Founder and Managing Director of **net:telecom**. A highly experienced telecommunication solutions professional, Henry built an impressive career in senior roles for such well known brands as Cable London, NTL, Atlantic Group plc, and Zipcom (acquired by GX Networks) after graduating with a Masters of Civil Engineering and Architecture from Leeds University.

## Our Strategic Partners

**net:telecom** has forged strategic alliances with many of the industry's elite technology and telecoms providers, enabling us to deliver top class services for all your needs. These include:



## Contact Us Today!

If you want to find out how we can help your business become more efficient and professional and **Add Value To Your Bottom Line** – don't wait!

Pick up the phone and call us today on: **0870 872 0202** and we will be happy to discuss your specific requirements. Or email us on: [info@nettelecom.uk.com](mailto:info@nettelecom.uk.com)

