

Accelerating Growth for Haulage Firm

Having won a major new contract requiring a large financial investment, In Transit knew it needed a mobile supplier that was a little bit different; a mobile supplier with the IT skills to support its growth.

The Challenge

In Transit Light Transport Ltd is a growing, family run haulage firm with over 20 years of trading. When its corporate mobile contract came to an end it had clear objectives of what to look for in a new provider. "We were looking for a trustworthy supplier, with good value pricing and the right IT skills to support our growth" explains Jayne Smith, Director, In Transit Light Transport Ltd.

Mobiles and IT are important for In Transit. "We are a 24/7 operation and we specialise in emergency freight transport. Both of which mean we need reliable mobile access for our fleet drivers" Jayne adds.

Recent success in winning a new delivery contract, with a major parcel carrier, required a significant financial investment. This would place new pressures on its existing IT and mobile infrastructure. "We weren't looking for a run of the mill mobile provider. We needed a company that had the experience and expertise to ensure that our IT can support our company's growth" stresses Jayne.

After reviewing several competitive proposals In Transit selected Abtec as its new mobile provider. Abtec demonstrated good value pricing and the breadth of IT expertise for its expansion.

The Solution

Abtec is unique among mobile providers. It is one of a handful of O2 Wholesale Partners; the only one with a wealth of communications network provider relationships; and one that is one of the UK's leading IT and virtualisation specialists. Mobiles are just one element of Abtec's capabilities that can help organisations grow.




Located in Coventry, within easy access of the UK's major motorway networks, In Transit Light Transport Ltd is a family run haulage company. With an extensive range of fleet vehicles the business specialises in emergency freight and air freight delivery.

"We chose Abtec because their proposal met all of our requirements; reducing costs, personal service and wider IT expertise"

Director, In Transit Light Transport Ltd

As an O2 Wholesale Partner Abtec has a lot of flexibility over client pricing. Keiran Hallam, Abtec Account Director, explains "After analysing In Transit's current mobile costs I built a tailored package based on their calling patterns. This should reduce In Transit's costs by over £9,000, even after adding ten more mobile connections."

Abtec's mobile package included a technology fund. Unlike other mobile providers this technology fund could be used across any of Abtec's mobile or IT services. "This was attractive for us as it meant that we could use Abtec's skills to strengthen our IT infrastructure" comments Gary Nix, Health and Safety Officer In Transit Light Transport Ltd. Part of this fund has been used to configure In Transit's Mitel communication system creating dynamic telephone extensions between landlines

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and mobiles. Also, Abtec has built a wireless telephone extension between In Transit's offices and workshops, reducing the need for a separate standard telephone line.

Abtec's online billing system, Enlighten, will give In Transit the ability to interrogate, manage and keep its costs down. Enlighten gives clients an online view of their bills; it has a number of reports features that can help organisations understand and account for their costs better.

The Results

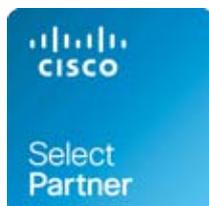
"We chose Abtec because their proposal met all of our requirements; reducing costs, personal service and wider IT expertise", declares Jayne. That personal service is best exemplified with the migration over to O2's network. Gary notes "We've switched networks a few times now and we know this can be painful. This move was by far the easiest, it was a seamless transition. Keiran made this easy by making it really clear as to what would happen and when. The personal service we received was excellent."

"a seamless transition"

In Transit has a clear growth plan. Winning the new delivery contract required a significant financial investment, to increase its fleet of vehicles. This makes the importance of a reliable mobile and IT infrastructure more critical. With Abtec's support that road to growth should be clearer and easier to navigate, helping deliver In Transit's expansion.

Our partners in this project include

 **Joined up communications wholesale partner**



Abtec provided:

- O2 Mobile Network
- Over £9,000 savings from current provider
- Increase in connections and handsets
- Technology fund that could be used on mobiles and Abtec IT services
- Wireless point to point bridge
- Programming Mitel communications system for Dynamic Extensions
- Cisco switches
- Online billing



Abtec engineers installing wireless extension

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**Health and Safety Officer,
In Transit Light Transport Ltd**