

Your Focus Group proposal

Let's connect. Let's grow.



Quotation for: Royal Academy Of Dance

Address: 188 York Rd, London, SW11 3JZ

Quotation date: 10/10/24

Quotation reference: Horizon Migration, Primary Internet Connection

Quote prepared by: Louis Savva

Welcome to Focus Group

All your essential business technology in one place

QUOTE SUMMARY

- About Focus Group
- Why choose Focus Group?
- Your quote
- Your new technology
- Next steps

Hello Anthony,

Thank you for requesting a quote from Focus Group. This document covers the key elements of your selected solutions.

As your account manager, I'm here to ensure we deliver the best technology for your business and the highest level of service. I also pride myself on a personal approach and regular contact with my customers.

If you'd like any further information or have any questions about anything covered within this proposal, please do not hesitate to get in touch and I'll look forward to speaking to you soon.

Many thanks,

Louis Savva
Business Development Manager Team Leader
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01273 123 387

About Focus Group

Established in 2003, we're proud to have grown into one of the UK's leading independent providers of essential business technology.

Our award-winning teams are here to take care of your IT, telecoms, cyber security, connectivity, mobile and energy products and services. Meaning everything in one place for you.

No matter the technology, our team's expertise is second to none. We are passionate about finding the right solutions for our customers and committed to delivering the technology to ensure your business run like clockwork.

Leaving you free to focus all your energy on the important stuff, like growing your business.

Let's connect. Let's grow.



Why choose Focus Group?

We're here to help your business shine. We're committed to creating opportunities for our customers, together with developing trusted relationships in our local communities. Beyond technology, we are deeply committed to taking positive and meaningful steps towards a sustainable future.

Ultimately, we believe in doing business the right way and we're here to make good things happen.



24/7 support

Our friendly team are available for support queries around the clock.



Fully managed installations

Our experienced project managers will take care of everything from start to finish.



Cost-effective solutions, we won't be beaten on price

We have preferential commercial agreements in place with all major suppliers and we'll always be competitively priced on a like-for-like basis.



Access to the UK's leading networks

Bespoke packages designed to keep your business connected and your costs low.



Reliable and scalable

Business solutions that flex and grow with your evolving business.



Customer success

We're proud to work with a broad range of businesses from fledgling start-ups to some of the UK's largest enterprises and public sector organisations.



All in one place

Here to take care of all your IT, telecoms and connectivity services. This means everything you need in one place.



Award-winning

To win awards so consistently, across the technology sector is an achievement we're truly proud of and testament to the expertise, dedication and performance of our exceptional people.



Dedicated account management

Consistently reviewing your account to provide you with the best rates and highest service levels.

Our products and services

Whether you're an SME or global enterprise business; in the public sector, private sector or a charity.... whatever your size, shape or service, we'll take the time to get to know your business and deliver the technology to fit the bill.

Every time.



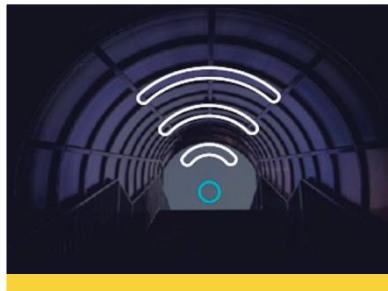
Digital Workplace

A fully flexible, agile and highly cost-effective bundle of essential business technology.



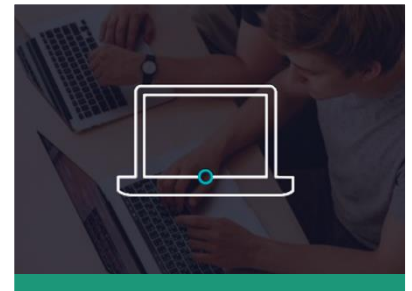
Telecoms

Providing telecoms services to suit every business type



Connectivity

Secure, robust network connectivity for businesses of every shape and size



IT solutions

Custom-designed IT solutions and support services that offer businesses true value for money



Cyber security

Protecting businesses from the darker side of the internet



Mobile

Working with the UK's biggest networks to secure the right mobile package for each business



Energy

Working with all the major suppliers to find the most suitable deals for our customers

Digital Workplace | Focus Group

Digital Workplace is a fully flexible, agile and highly cost-effective bundle of essential business technology.

It covers everything you need to communicate, collaborate, increase productivity, keep connected and remain cyber secure. It's your Microsoft 365, your phone system and your business mobiles; it's unlimited talk time and superfast connectivity.

It's the cyber security you need to protect your business and the 24/7 service & support you can rely on to keep your business moving.

Digital Workplace is designed for you and YOUR business, so you can tailor the elements in the package to suit your exacting requirements, tick all the tech boxes and power your business at the right price.



Talk

Talk

Say hello to the future of communication. Your feature-rich telephone system is built into Microsoft Teams to facilitate seamless business communications in the workplace or on the move.



Connect

Connect

Harness the power of fast, reliable and secure connectivity, designed to keep your business firing on all cylinders, at all times. Enabling you to take efficiency to a whole new level.



Desktop

Desktop

Empower your team to communicate, innovate and collaborate by arming them with the tools and technology to access applications, files and communication platforms anywhere, on any device.



Security

Security

We know staying safe and secure is important to you. So we offer a range of cyber security services from dark web monitoring to the latest multi-factor authentication, to protect your digital workplace.

Telecoms | Focus Group

Our experienced teams are here to help you find the best phone system for your business; a telecoms solution which ensures you are always connected with your customers, enabling your team to work efficiently and collaboratively from wherever they are based.

Whether you're looking for a cloud-based VoIP or on-premise phone system, Focus Group can deliver market leading telecommunications solutions and help transform your business.

As one of the UK's largest independent providers of business technology, we're recognised as a leading partner and work closely with all the major manufacturers to deliver innovative business telecoms solutions from suppliers including Cisco, Microsoft Teams, Gamma, Ericsson LG, Mitel and more.

As one of the largest independent providers of business phone system services in the UK, we deliver the very best technology and expertise, at the right price.

Plus, we're a friendly bunch! We'd love to spend time getting to know your business so we can find the right telecoms solutions to keep you in touch with your customers and all the people that matter most to you.



Horizon phone system | Focus Group

The industry-leading Horizon phone system can be used with a wide range of devices and we offer handsets from a number of leading manufacturers suitable for businesses of every shape and size, from start ups and small businesses with low to moderate call volumes, right through to premium business phones designed to deliver best-in-class desktop productivity for large corporates, call centre teams and multisite organisations.

Polycom vvx450

Performance business phone



Polycom vvx250

Standard business phone



Polycom VVX150

Basic entry phone



Polycom Trio 8500

Ideal for medium sized conference rooms



Polycom Trio 8500

Perfect for large sized conference rooms



Cisco ATA SPA 192

Retain existing analogue devices



Cisco 8861 / 8851 / 8841

Mid-range / standard / basic entry phone



Connectivity | Focus Group

When it comes to connectivity, the faster the better right? Let Focus Group take care of it.

Ensuring your business is firing on all cylinders is fundamental. Our reliable, future-ready and ultrafast business broadband and WiFi solutions will keep you connected with the outside world and our team of specialists are here to deliver the best-in-market network services for your business.

It's our approach to building personal relationships with our customers that makes Focus Group stand out from the crowd. We'd love to spend time getting to know your business so we can find the right connectivity solutions to keep you firing on all cylinders.

Once your business is connected, we'll then be by your side to ensure you stay connected. At all times. So, you can rest assured your network services are in good hands and focus all your energy into growing your business.

Ready for ultra-fast, future-ready connectivity you can rely on?

The PSTN switch-off is coming

In 2025 the 'Public Switched Telephone Network' (PSTN) will close down, affecting every business in the UK currently operating on legacy phone lines and broadband connections. Let the connectivity experts at Focus Group guide your business transition to future-proofed telecoms and connectivity today.

SD-WAN

Powerful multi-site networks that harness world-leading Ethernet technology for fast, cost-effective and secure high bandwidth connectivity between two or more sites with a single management dashboard.

The future is fibre!

With legacy copper lines on the way out, the connectivity experts at Focus Group are on hand to help you step from PSTN to next-gen business fibre broadband; delivering cost-effective, ultrafast and future-proof business broadband which will boost productivity and performance capabilities for your workforce.

Leased lines

Built for your business, Connectivity Specialists at Focus Group will secure your business the ethernet connectivity it needs to ensure it's always performing with reliable uptime, uncompromised speed and resilience.

IT services & solutions | Focus Group

A strong IT infrastructure is the bedrock of any good business, providing you with the essential foundations to build and grow your business. However, it can also be time-consuming to manage and maintain.

Let Focus Group take care of it. With our team of IT specialists by your side, we'll keep your IT infrastructure and services running smoothly and securely. So you can pour all your energies into growing your business.

Plus, we're a friendly bunch! We'd love to spend time getting to know your business so we can find the right IT solutions to keep you connected and, above all, operating securely.

Digital transformation – delivering a modern workplace

Imagine a world where you can work from anywhere – home, office, hybrid or on the move. The future is digital.

A digital transformation will revolutionise the way you work and place your operations at the cutting edge of technological innovation. Empower your team to communicate and collaborate by arming them with the tools and technology they need to securely access data, applications, desktops, files and communication platforms. At any time, from anywhere and from any device.

The beauty of digital transformation lies in its scalability and cost-effectiveness. Cloud services are based on a monthly, per-user model, meaning no hefty upfront investment in office-based IT infrastructure or ongoing maintenance costs. A digital transformation delivers scalable applications that readily accommodate future growth.

As one of the UK's leading providers of digital transformation services, Focus Group will assess your specific business requirements, implement a bespoke transformation strategy and work with you to deploy intelligent, cloud-facilitated systems across your business operations. Allowing you to thrive, grow and stay one step ahead of the competition.

Cyber security | Focus Group

No matter your business size or industry, your essential business technology should include cyber security protection.

The rapid expansion of internet connectivity and demand for data across the globe has made it essential for businesses to ramp up their network security to protect personal information.

Cyber security is crucial, regardless of your business size or sector.

The internet is an indispensable tool and cyber security is more important than ever before to protect data – your own and your customers. Today's threats place the key tools you need to operate - email, web browsing, cloud computing, WiFi, software and hardware – at the forefront of vulnerability to cyber-attacks.

An online attack can result in your business being exposed to viruses, data breaches, malware, loss of connectivity and in many cases, a financial impact. Your reputation is also at risk if customer data is compromised.

The experts at Focus Group are here to ensure your emails, browsing, cloud networks and hardware will be protected against cyber-attacks. Equip yourself with the best business cyber security out there, today.

Don't let the dark side of the internet threaten your business.

Our cyber security experts are here to help.

Using powerful, industry leading technology, we'll deliver bespoke cyber security services to protect your business – now and into the future.

We'll use the latest security technologies to review and monitor your IT infrastructure to ensure your systems, your team and your data is protected. At all times.

Mobile | Focus Group

Mobile communication is essential for any modern business. In our fast-paced, hybrid-working world, the mobile phone is now one of the most important tools for conducting business. Keeping us all connected, anytime and from anywhere.

Choosing the right tariff, network and solution for your business is pivotal to your teams working smartly and flexibly. And it goes without saying, cost-effectiveness is key.

Our award-winning business mobile experts have access to a huge range of competitively priced packages, 5G data solutions, flexible SIM-only deals and the latest handsets. We'll do the research. The paperwork. The trawling through the small print. And we'll deliver the perfect solution for your needs and your budget. Use our mobile coverage checker to discover what UK mobile network will best suit your business.

Let us take care of it all. Harness the power of Focus Group's expertise, preferential partnerships with the leading UK mobile providers and our range of business mobile solutions to make sure your workforce stays connected with the right plan at the right price. Whilst you take care of your business.

Sim-only plans

Freedom, flexibility and value. It's all yours with a SIM-only package with Focus Group.

Our top tariffs provide great value calls, texts and superfast 5G data. Our contracts allow you to choose from 30-day plans which deliver the upmost flexibility, or 12, 24, 36 and 60 month plans which deliver huge cost savings.

Mobile WiFi

On the move? Take your office with you! Our business connectivity services enable you to work seamlessly, anywhere and across any device.

We'll deliver reliable, efficient and future-proof internet connections across your business to ensure you stay connected. At all times.

Energy | Focus Group

Looking for astronomically low energy prices? You're in the right place.

Our team of energy experts are ready and waiting to save you thousands. We'll take time to get to know your business, your current usage and costs. And then we'll deliver a lightning fast solution!

As one of the UK's independent providers of essential business services, we have access to a huge range of preferential tariffs with all the leading energy suppliers out there. Which, in a nutshell, means the best prices.

We want to share these savings with you!

We'll review your existing utility services. Do the research. Trawl through the small print. Take care of the paperwork. And we'll deliver a cost-effective electricity solution for your business with a seamless switch. Quite literally rocket fuel for business. Leaving you free to pour all your energy into growing your business.

Using our Energy price comparison service to review the market and switch your services is lightning quick and 100% free. Our energy experts are fuelled for action and here to help you make astronomical savings with our instant comparison service.

ofgem

REC
RETAIL ENERGY CODE COMPANY

 **sse**

 **edf**

Quote

Quotation date: 10/10/24 (valid for 30 days)

We trust you will find our proposal in keeping with your requirements and look forward to being invited to provide you with secure, reliable and cost-effective solutions to support the performance of your business operations and ongoing success.

Type	Description	Item quantity	Item cost
Set up items	Gamma Horizon System Migration	1	Included
	Professional Services onsite Engineering, Project Management	1	Included
	System Improvement Programming (If required)	1	Included
	Primary Leased Line Installation	1	Included
	Cisco Managed Router	1	Included
	Full staff training	1	Included
Monthly items	Horizon User Licence	170	£9.50
	Webex Soft client (Mobile and PC App)	23	£0.50
	Primary Internet connection 1GB/1GB Leased Line	1	£329.99
	Free calls to UK Local, National & Mobile Destinations	1	Included
	UK Based 24/7 Support	1	£7.99
	Account Management	1	Included

Current costs with Arrow: £3,636.46 (Based on 2022 bills) <i>This is likely to have increased since 2022</i>	Upfront cost	£0.00
	Total monthly	£1,964.48

Total Saving Per month: £1,671.98

Total Annual Saving: £20,063.76 by Switching to Focus

All prices excluding VAT

Quote subject to site survey

Please note: This quote is confidential and intended for the addressee only. If you are not the named recipient you must not use, disclose, reproduce, copy or distribute the contents of this communication. If you have received this in error, please contact the sender and then delete this email from your system.

Please be aware that if you are a businesses or not for profit organisation for which no more than 10 individuals work (whether as employees, volunteers (except in relation to not-for-profit entities) or otherwise) you will be asked, when entering into a contract with us, to waive certain entitlements as provided for under UK telecoms laws and regulations (such as the General Conditions of Entitlement and Communications Act 2003). You can find further details of this waiver on our website here [ofcom-notice-to-small-business-customers-january-2024.pdf \(thisisfocusgroup.co.uk\)](#).



Notes

Your requirements – We understand you're looking for the following

Description

- To consolidate suppliers for one point of contact as you currently have multiple providers. This must cause confusion particularly when looking to rectify issues.
- To save money across RAD's Technology suppliers. Having multiple supplier can create more of a challenge when reviewing pricing, this can lead to increased overheads.
- To select a supplier that can provide the best level of service, competitive pricing, industry expertise and a diverse product portfolio, such as Focus group who can help with all business technology requirements.

The solution – Keeping your business requirements front of mind, we have created a complete communications proposal for your review. It comprises of the following key points:

Description

- Focus group have a diverse product portfolio and offer a one stop shop for all essential business technology services
- With no change to your core phone system, whilst enhancing some of the features in place, Focus Group can Save RAD over £20,000.00 per annum.
- Your current phone system is Gamma Horizon; Focus Group are Gamma's number one partner. This allows Focus to offer the lowest pricing, as well as the highest level of service. We have Gamma account managers in our offices and have a strong long-standing partnership together. With this in mind; Focus group are in a fantastic position to seamlessly migrate your phone system with minimal disruption, increase your internet speeds and bandwidth, all whilst achieving a fantastic savings.



**Get in touch with
your local team**



Let's connect. Let's grow.