

Partnering with Adam Phones

Adam Phones
Intelligent Integrated Communications





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Partnering with Adam Phones

When you're looking to strengthen a new business bid, it can pay to join forces with a trustworthy, well-established telecommunications provider. You ideally want a profitable partnership that delivers high levels of industry knowledge and a product portfolio that creates the right impression, every time.

With Adam Phones, you've found it.



Introducing Adam Phones

We are an Independent Service Provider, dedicated to working with our partners and our customers to provide telecommunications services that produce great results all round.

Our experience goes back over 30 years, with our knowledgeable, London-based team having created and delivered bespoke, high performance mobile and fixed line connectivity solutions for some of the most demanding businesses in the world.

We've worked with organisations including FTSE 100 and Fortune 500 companies and we're trusted providers across many sectors, notably financial services, government, broadcasting, aerospace, hospitality, legal and HNWI industries.

Whatever sector we're working in, and whatever a business is looking for, we'll guarantee exceptional client services and project management at every stage of the process.



Our experience goes back over 30 years, with our knowledgeable, London-based team having created and delivered bespoke, high performance mobile and fixed line connectivity solutions for some of the most demanding businesses in the world.

Our capabilities

When you partner with Adam Phones, you're partnering with an organisation that works with all tier one carriers in the UK and beyond and has extensive relationships with the likes of Gamma, Colt, BT, Vodafone, 8x8, NFon and many more.

Our hugely experienced team can deliver bespoke telecommunications solutions for all sorts of business requirements. Consultancy comes as standard, with a dedicated account management team and 24-hour freephone support available, while our enterprise services are wide ranging.

Fixed line solutions include support and deployment of hosted telephony solutions and SIP trunking, call continuity services and wireless internet provisions, SD WAN, MPLS and ethernet services.

And because we're one of the only service providers in the UK with licenses to sell and support all three major mobile networks (Vodafone, O2, EE), we can also offer a powerful blend of mobile and fixed line carriers and products tailored to specific customer requirements.

All of these capabilities are backed up by our ability to keep processes and payments simple. No matter what products we provide, they will come under a single master agreement, with just one invoice to cover all our services.



An organisation that works with all tier one carriers



A hugely experienced team that can deliver bespoke telecommunications solutions



Fixed line solutions support



We can also offer a powerful blend of mobile and fixed line carriers and products



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How you can **benefit**

There are many benefits to partnering with us. First and foremost, we'll help you increase your new business opportunities, enabling you to expand your horizons and incorporate telecommunications into your offering.

We'll ensure we join with you in a true partnership, adding value in a number of ways:



A full range of premium telecommunications products and services provided by a top tier supplier, spanning hosted telephony solutions, VoIP services, unified communications, ethernet services and more



An independent source of knowledge with relationships across the UK's top three networks and expertise in specialist products and services



A highly experienced team, who have worked with the full array of leading, innovative communications solutions, and can match them to the requirements of individual customers



A varied and flexible offering that allows you to stay relevant and competitive in a constantly evolving connectivity environment



One centrally managed master services agreement for all solutions and a commitment to deliver, from onboarding to deployment and beyond, including necessary regulatory requirements



Revenue-share that means if you send us an opportunity, we'll give you a payment upfront plus payments per month (based on the percentage of value paid) for the life of the service



Why **choose us?**

Multi-network solutions

Access a powerful blend of mobile and fixed line carriers and products, tailored to different requirements and project managed throughout deployment

Strategic account leadership

We work with businesses at a strategic level across procurement, IT, accounts payable and Board, ensuring we deliver value across the organisation

24/7 support

Unlimited freephone support, offices staffed seven days a week and same day delivery (2 hours in London)

Powerful usage and cost control

Visibility and control of telecommunications costs, with an advanced suite of online and app based solutions

Single master services agreement

One contract to cover all products and services, simplifying procurement and supplier management

Single-invoice billing

Many products, services and carriers but just one monthly invoice to simplify the accounts payable process

Our partners

As an Independent Service Provider, we choose only the best suppliers to work with, and always ensure we can deliver the strongest solutions to match and overcome a wide variety of business connectivity challenges.

From bespoke connectivity infrastructure through to tailored telephony solutions, **we only work with partners who demonstrate the highest standards and the following capabilities:**



Mature products or services



Secure and compliant processes



An ability to support seamless deployments



Competitive and transparent pricing structures



Industry leading features



Clear roadmaps for future updates



A track record for delivering high levels of customer satisfaction

Our connectivity solutions



Business Grade Internet Solutions

Our integration with multiple tier 1 carriers results in a wide range of Internet options for businesses.

High availability and low latency connectivity is available with bandwidth from as little as 1Mbps for voice circuits, up to over 100Gbps.

From internet leased lines to dedicated point-to-point circuits, international availability, managed or unmanaged services, we'll help organisations pick the right solution for them. It's a wide variety of business Internet solutions – and all complete with just a single point of invoice and first line support available from our London-based office.



MPLS

Multi-Protocol Label Switching (MPLS) is a scalable routing method that enables efficient data transfer in a global, multi-site business environment on a global scale.

Its benefits include improved performance, bandwidth utilisation, and a better user experience in a scalable and secure infrastructure.

We can use our relationships with leading international tier 1 carriers to provide a bespoke solution and, as a fully managed end-to-end service, we'll also oversee service upgrades or uplifts, allowing our customers to add new sites quickly and accurately.

Our connectivity solutions



Private Networks

Unlike standard connections, a private network doesn't use the public internet to transfer data. It's ideal for time-sensitive applications such as VoIP, IP and cloud services such as video and call conferencing, as well as for file sharing within a network.

Our fully-managed private network solutions let users extend their LAN across multiple sites without compromising performance or security. Our work with multiple tier 1 carrier partners delivers high availability and fully secure private networks to two or more sites as either Point to Point or Point to Multi-Point (Hub & Spoke) infrastructure.



Wireless Internet (London only)

Wireless internet is an ideal connectivity choice for businesses opening new offices, those moving premises quickly, and new start-ups.

As an alternative to fibre, it can be used as a physically diverse backup solution, either to existing fibre connectivity or purchased as part of our fully managed 'always on' service.

With short implementation times and easier installation and maintenance, wireless internet can be harnessed by London-based businesses either as a standalone solution or in tandem with existing connectivity for business continuity. They can benefit from high speeds of up to 5Gbps coupled with lower latency than fibre and military grade AES encryption for the utmost security.

Our telephony solutions



Unified Communications

Cloud-based unified communications is a fast-growing sector, and offers a highly efficient, multi-channel approach hosted on a single, intuitive platform.

It's made for an age of remote working and hot desking, and we can offer the right solution to give businesses seamless communications and a competitive advantage.

We work with several leading vendors to provide high levels of call quality and service and we'll work with businesses to select the right solution for their objectives

The many features on offer include fixed, mobile and soft-client hosted PBX functionality, meeting solutions, presence settings, instant messaging, as well as both voice and video conferencing. And with real-time insights and analytics on offer, our truly consultative approach can be a vital tool in developing a bespoke communications infrastructure for any organisation.



Hosted Telephony

Business looking to avoid the expenditure associated with on-premises PBX installation and maintenance can choose our hosted telephony service.

It's a cost effective and flexible way to manage communication needs and comes with the support of our team, who act as the central point of contact.

We can provide updates and new features immediately, upscale the service as required, and connect multiple sites easily and cost effectively. Our hosted telephony offering is an excellent solution for remote working and is packed with features, including call groups, auto attendant, barge, call transfer, call recording, and Integration with Microsoft Teams and an array of class leading hardware.

Our telephony solutions



SIP

Some businesses wish to keep their PBX onsite and managed internally, or aren't ready to commit to cloud-based telephony. But it's still possible for them to upgrade from a traditional telephony system thanks to SIP trunking.

We deliver and support our business grade SIP solution through the largest proactively monitored SIP trunking network in the UK, with voice and data provided over the same connection. This maximises network efficiency and lets companies migrate away from legacy ISDN, which will be completely switched off by 2025.

Compatible with all leading PBXs, the nature of SIP trunking also means we can upscale or downscale our clients' services almost instantly, and it is easy and efficient to load balance calls between multiple sites.



Call Continuity

To avoid costly business downtime, we can provide a fully managed and hosted service that delivers unparalleled telecoms resilience and full inbound call diversity from SIP, hosted or ISDN infrastructure.

If there's an unexpected outage such as power loss or telephone exchange fault, call continuity enables existing DDIs to be routed to alternate telephone numbers helping to maintain 'business as usual' by routing calls to any location. Plus, there's the added benefit of users being able to retain existing, familiar phone numbers if moving premises.

It's a solution that we build in a bespoke way to cater for individual business needs based on consultation with experienced in-house experts, providing reassurance that business continuity is in safe hands.



Contact us for more

To find out more about partnering with Adam Phones, call **0800 123 000** or email **Rizwan Shah**, Channel Director, via **rizwan.shah@adamphones.com** to set up an initial call and discussion.