



5 Points to Consider When Reducing Your Wide Area Network Costs

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AUDIT

Before starting any cost reduction programme, an audit needs to be undertaken to check what circuits you have got and what the contract periods are for these circuits. Quite often companies will have different suppliers, with different circuits and different contract periods.

Putting these into one contract will enable you to save money by increasing your buying power and also make it much simpler to manage, as you will have one service level agreement with this supplier. This can be done by yourself if you obtain the various bills or alternately Actimax will do this as part of our service in providing you with the solution.

DUPLICATION

Companies often have separate voice and data circuits. By making relatively simple and easy changes voice can be converted to Voice over IP and used on the same circuit with the data. This will lead to savings both in call charges between the sites and between remote workers and the head office. In addition to this there will be savings in circuit costs if there are duplicate circuits for voice and data.

NETWORK DESIGN

Separate circuits from separate suppliers are often not integrated into a comprehensive design solution. An analysis of what the requirements are and what the circuits are needed for can quite often lead to savings or different approaches to achieving a result.

USAGE AND SECURITY

Your organisation would not want to compromise security or give users a reduced service. Products such as Packateer and Viola will check usage and suitability for VoIP. At the same time an audit of whether certain applications or services can run over the public Internet needs to be undertaken.

ALTERNATIVE CIRCUITS

Quite often some requirements in the business can be quite easily served using ADSL or SDSL. SDSL is now available in lots of locations within the UK. Alternatively Etherstream can replace expensive LES circuits, frame relay circuits and point-to-point 2 Meg circuits. Etherstream can go up to the bandwidth of 20 Meg.

In addition to this WES circuits now are replacing LES circuits as the equivalent more cost effective solution. Other products such as MPLS can be used for cost effective connection of remote workers. All of these products are considered and Actimax are major partners for a number of leading network providers giving Actimax the ability to offer you the most cost effective and resilient service.

ABOUT ACTIMAX

Actimax, established in 1997 has a firm track record of proven results and satisfied customers in the telecommunications market. Our core business is the supply, installation and maintenance of communications systems, and our strength is in the technical background of our team of 38 employees.

With a management team that have worked together for a combined total of over 75 years, we are a hard working company that knows where it is heading. The experience of John Massey Managing Director who's background in the communications industry goes back over 30 years is invaluable in the company being one step ahead of the competition. Actimax invests over 50k per annum on training it's team, including technical engineering courses, management courses, sales and marketing seminars and we also recently offered Learn Direct courses to the whole company, which saw a good up take. The company ethos is to keep our team, happy, motivated and interested, that way they are more likely to stay with us. This has proved to be a benefit with 60% of our team having been with us for over 3 years,

We provide communications hardware from five leading manufacturers along with a whole portfolio of supporting products. We have gained superior accreditation with all of the suppliers we work with, along with awards for Customer Care and Service (2004 and 2005) , Comms Channel Reseller of the Year 2005, Essex Business of the Year 2005 and Business-to-Business winner 2005.

Our target market are companies, either single or multisites with over 20 employees, and with no upper limit. Our market sector is any company looking to improve their process and procedures along with increase in sales, cutting costs and improving service, and we have been especially successful in Government, Financial, Travel and the Motor Trade.

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