



Case Study

Deallus Consulting is an innovative global life science consultancy. They support the strategy development process by harnessing objective external perspectives with in-depth market knowledge and rigorous analytical capability.

This enables them to deliver comprehensive market landscape analysis, insight generation and to provide clear guidance and strategic recommendations. Deallus's unique and highly customised approach, provides an effective platform upon which our customers can define winning strategies with minimum risk and maximum confidence.

As a global company Deallus needed a solution that allowed them to work internationally without having to worry about extremely high monthly spend.

Deallus were looking for a partner that could work with them on delivering the communication tools and support to manage their telecoms effectively. Improved service levels, security, reliability and enhanced services and a more competitive costs across all their communications was of high importance for Deallus.

Deallus initially engaged Trinity Maxwell for mobile connectivity, having previously dealt with the networks directly. The networks had provided good connectivity but the reporting, insight and support was limited and the account managers changed a few times a year.



By moving to Trinity Maxwell, Deallus could be with the networks of their choice but now have monthly reporting by cost centre with recommendations on how to adjust the tariffs to achieve the best costs. Trinity Maxwell's independence also enabled delivery of best of breed solutions to provide innovative solutions that significantly reduce global data costs.

“Having all our communications with one trusted provider makes sense. Trinity Maxwell are a safe pair of hands and a true partner that look after our costs” Hakan Tahsin, Global IT Manager

Trinity Maxwell managed the move existing providers to new partners without any downtime or disruptions to Deallus's business, key for a business with communication at the heart of it.

Trinity Maxwell offered such value and an outstanding level of service on their mobile communications, Deallus have since moved across their fixed line services and call conferencing to Trinity Maxwell. On the initial analysis, a saving of 30% was forecast, over the past year over 35% saving has been delivered. Deallus now have all their communications in one place with great support, security, cost efficiency and a dedicated account manager to cover all services.

Trinity Maxwell provide Deallus with a monthly service report that gives them complete visibility of all interactions relating to their mobile, call conferencing and fixed line solutions. This means they can truly measure the quality of the service and account management that Trinity provide on a monthly basis.



“Trinity Maxwell are expert in telecoms and whether it be our mobile fleet, fixed line services or conferencing, I know that Trinity Maxwell will provide a reliable and secure service with world class support” Hakan Tahsin, Global IT Manager

To find out more about our services go to:
www.trinitymaxwell.com

Or call us on 020 3137 8450

trinitymaxwell 
THE ANSWER IS YES