



## Professional Services - Maintenance 30

BT's Convergent Solutions practice specialises in the integration of multiple communications services such as voice, video and a wide variety of data types and applications onto a single IP communications network.

Each of these services and applications may require particular handling to ensure that the ultimate benefits of convergence are realised: reduced costs, rationalisation of equipment, flexibility of operation and improved efficiency and collaboration.

BT has assembled a wide range of convergent solutions including IPT, CRM and Intelligent Application-aware and Optimised Wide Area Networking. In addition to these, BT's expert Professional Services Team enables customers to experience exceptional expertise in all aspects of Cisco, Nortel and Avaya support and maintenance.

**Switch your PBX and/or LAN service support to BT and save up to 30% on what you currently pay.**

### How to start saving

- Simply provide us with a copy of your existing maintenance agreement
- Work with your BT account team to review your requirements for BT to deliver a service solution that delivers up to a 30% saving on your existing spend.

### Want to hear more?

- Guaranteed savings of up to 30% on your existing spend
- Single point of contact for fault reporting
- Service equal to or better than you currently experience
- Reduced supplier management overheads
- Voice and data equipment can be supported by BT

### Why switch to BT?

- A key supplier and maintainer of voice, data and converged networks in Ireland with the highest attainable levels of certified accreditations from the world's leading voice and data equipment vendors
- Full island of Ireland coverage with rapid response provided by hundreds of vendor certified engineers available 24x7x365



\*Should 3Com equipment require replacement, the replacement part may be replaced with the Cisco equivalent. BT reserves the right to apply a charge for the upgrade from 3Com to Cisco in this instance.

### Benefits at a Glance

- Simplified operations – just one number to call
- Simplified supplier management
- Access to BT's local and global expertise
- Significant discounts available

## What is involved?

Following assessment of your current maintenance contract, we require an inventory of the equipment requiring maintenance.

If required by the customer, one of our highly-qualified engineers will come to your premises to survey your voice and / or data services and produce the inventory. This audit will be chargeable should you elect not to take out a minimum 3-year maintenance contract following the audit.

Following an assessment of your equipment, BT will prepare a quotation showing:

- The equipment requiring maintenance
- Options for different service levels
- Advice regarding any equipment no-longer supported by the vendor

## Just checkout the potential savings

To take up this offer please visit [www.btireland.ie](http://www.btireland.ie) or contact your Account Manager.

## Offer Terms and Conditions

- Offer subject to survey
- Offer applies to new business only
- BT reserve the right to adjust price or withdraw offer based on survey
- Offer available on new business only until 30<sup>th</sup> September 2009

## Why BT?

BT's extensive services and expertise are supported by two decades of world class experience, serving the needs of global customers across many different markets. BT designs, develops and manages IT network, infrastructure and services for organisations around the world. We help them address their challenges and make optimal use of the opportunities afforded by the digital networked economy.

What differentiates BT in this marketplace is not just our size, reach and network assets, but our unique insight into how networked IT services can be used to address strategic and operational requirements on a global scale, but also our local, helpful Service Desk and flexible approach to meeting customer needs.

For more information please contact your account manager or visit [www.btireland.ie](http://www.btireland.ie)

