

WELCOME

Find out how your BT Local Business team can help you through the maze of information technology.

MAKE IT SIMPLE

How two networked IT services from BT could help simplify your communications, and possibly save you money too.

FLEXIBLE WORKING

Services like BlackBerry, BT Datazone and BT Fusion can all help to boost your employees' productivity and motivation.

GET MORE FROM BROADBAND

Five ways to make the most of your broadband connection, from protecting your data to easy PC support.

VOICE MATTERS

With BT's help, you can get more out of the phone. Here are three ways you can make the most from calls and lines.

Make it simple

With BT, meeting your IT needs doesn't have to be complicated – even as your business changes

Complex IT solutions are the kinds of things that can give a small business nightmares. From specifying what you need through to implementing and supporting it, even smaller businesses can find themselves spending more time on IT than they'd like.

Part of the answer lies in converged networks, which use a single architecture to carry both voice and data so you don't need multiple networks around your office. Although convergence can sound complicated, it could simplify your communications and offer greater flexibility in the future.

Whether you're taking your first steps up the convergence ladder, or expanding an existing system BT can give you all the support you need. It has partnered with market-leading companies like Cisco and Nortel to bring you solutions that can adapt to meet the present needs of your company, while enabling you to converge your

voice and data systems in the future. For example, there's **BT Business Communications Manager (BCM)**, an advanced, one-system phone solution developed with Nortel which can meet your requirements for voice, data, and voice over IP services.

Using a solution like BCM can help you serve your customers more effectively, improving communications with them. It could also help streamline your costs as there's a single system for data, voice, and other applications. What's more, it's IP-ready when you are, reducing future investment when you want to move to IP telephony. **And until 31 March, you can get 30 per cent off selected BCM solutions¹.**

If your needs are more complex BT has other converged options. For example, there's **Cisco CallManager Express Solo**, a system which provides all the hardware and phone system



Why BT?

Not only has BT many years of expertise in providing IT and telephony services – we can now also offer several flexible financing options to help you take advantage of one of our networked IT solutions today, while letting you manage your investment in a way that suits your business.

requirements for a site of up to 119 people. Rather than having to build separate voice and data networks, Cisco CallManager Express Solo requires just a single local area network (LAN), potentially reducing costs and complexity.

Beyond this, there are products like **BT IP Converge** – a managed solution capable of expanding beyond your local area network. IP Converge is able to link multiple sites together into a single wide area network (WAN) over one network link, converting voice calls into data traffic, and possibly saving you money on inter-site calls. The system is tailored to your needs, and managed from end-to-end, making it ideal for companies that don't possess a large IT support team.

It's just one more way BT can help you focus on the things that really matter to you.

i Find out how easy it is to bring your voice and data together. Call your BT Local Business on 0800 731 3343 or go online at bt.com/sb



Save on network assurance

Switch your network maintenance and you could save money with our special offer. With **BT Networked IT Assurance**, you get up to a **30 per cent reduction** on your existing maintenance for phone and LAN contracts, wherever your equipment is from². If you face termination charges, we will provide 90 days free assurance to help ease the move. Call your BT Local Business for more details.

Photo: Getty Images.

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AVOID THE IT HEADACHE

Winning a new piece of work is a big success for any business, but it can have unforeseen consequences. You might have to take on extra staff to deal with the work, which means you have a sudden headache over increased IT requirements. They may want new PCs, your internet connection may need to grow, and of course they'll need network services too.

That's where **BT Business IT Manager** can help. BT Business IT Manager is a new service giving you access to experienced professional IT managers who can design, install and maintain the IT that's right for your business – even when you're expanding. BT can even supply IT equipment for you at competitive prices, with PCs from £220 and laptops from as little as £349. BT can give

you expert advice on how to meet your IT needs, with affordable options that let you know exactly what you're paying. For example, BT can supply, install and support five PCs and a server for as little as £37 per user per month³.

When everything's up and running, your specialist "IT manager" can help reduce worries over your systems, and let you concentrate on your business. With **BT IT Site Manager**, for £25 per PC per month our support analysts can monitor your network and PCs and chase down faults before they occur, sometimes without an engineer's visit being necessary.

If you don't want this level of support, it's no problem. BT Business IT Manager also includes a range of options for support of your own equipment starting at as little as £10 per month⁴.

BT Business IT Manager at a glance

- Specialist support – Your IT manager will often diagnose and fix problems for you before you're even aware of them
- Network design and installation – BT experts will advise you on every step of the design of your IT systems
- Supply and set up – In partnership with HP, BT ensures that you have the right machines for your office, set up according to your business needs
- Expert advice – BT can advise on a wide range of IT issues, helping you to grow your business and reducing time spent worrying about IT



To find out how BT Business IT Manager can help you, talk to your BT Local Business team on 0800 731 3343, or go to bt.com/sb

1. Offer ends 31 March 2007. Offer available to all customers. 30 per cent saving is based on BCM 400 Voice & Data package. Cost of buying BCM 400 Voice & Data as individual parts is £4221, cost of buying together is £2,950 (+VAT). Savings also available on other BCM Voice & Data and IP Telephony packages (between 8-27 per cent saving based on the cost of buying these services together). Prices correct at time of publishing. 2. Offer ends 31 March 2007. Offer available to all customers subject to survey (maintenance acceptance test). 30 per cent saving (and first 90 day free) is subject to production of proof of customers existing maintenance bill and contract. Minimum 3 year term. Offer applies to selected switches from the following suppliers: Alcatel, Avaya, SDX, Ericsson, Goldstar, Nitsuko, Panasonic, Plessey, Samsung, Siemens, Toshiba, Nortel (all models), Cisco (all models), Lake (all models). 3. Example price of £37 per user (ex.VAT) and is based on: Supply and installation of five PCs and one server at one UK site (subject to a 3 year BT financing option) at £27 per user per month. Provision of IT Support Manager at £10 per user per month. 12 month term, and conditions apply. 4. £10 per PC per month. Fair use policy and 12 month contract applies. Calls charged at up to 4 pence per minute on the BT business network (minimum fee 5.9p). Mobile and other network costs may vary. See www.bt.com/pricing for details.