

Products and services

# Connecting **BUSINESS**

Voice, data and mobile  
communications for business.



## Gamma Business Communications

**We are a leading supplier of communications products and services in the UK. Established in 1995, we supply more than 8,000 small and medium sized business customers with a wide range of voice, data and mobile products including fixed telephony, IP telephony, phone systems, broadband, data connections and mobile services.**

We strive to always provide the highest levels of customer service and are committed to delivering high quality solutions to our customers at a fair price.

As part of Gamma, we have direct access to one of the UK's largest networks, enabling us to provide excellent network coverage and resilience as well as the ability to react faster to our customer's needs.

We promise clear, simple pricing and accurate billing, and our highly experienced UK customer service teams have the knowledge to resolve any issues quickly.

We were awarded the prestigious 'Switchless Reseller of the Year' title by Comms Business Magazine in 2010 and the Gamma network has won 'Fixed line network of the Year' in 2008, 2010 and 2011. Gamma is also the Comms National Awards' Carrier of the Year for the past three years.





## What makes us different?

- Industry leading customer service
- Excellent network coverage and resilience
- You're dealing direct with our network so we can react faster to your needs
- Accurate, timely bills
- Complete communications solutions from one supplier
- Commercial stability - other providers come and go, but we're growing and are here to stay

## Industry-leading customer service

We need to respond to any customer problems at all hours of the day, so we provide a professional service 24 x 7. Our highly trained and responsive UK-based customer support teams are here for all your enquiries.



## National IP network and unique service model

Gamma's IP network provides you with a high quality, reliable service. As it's our network, we can keep our prices competitive. We work closely with our customers and network engineers to quickly troubleshoot any problems and can create innovative engineering solutions for complex technical requirements.



## Billing and reporting excellence

There's nothing more frustrating than having to read between the lines of complex bills to get to the facts. We're committed to continually providing and developing our billing solutions. We provide timely, accurate and detailed bills that are easy to read with fully transparent costs. We also offer online billing as standard along with detailed reporting. Our systems are monitored by the British Standards Institute and we have a BSI Kitemark® Licence for metering and billing services.



“ Since Gamma started working with us we have been very pleased with the professional approach and attention to detail of the team. We want a cost-effective service backed by good customer service and a supplier who can help us manage our infrastructure and avoid unnecessary costs. To date Gamma are delivering on all counts. The fact that we can call Gamma and be able to speak to account managers we know by name - is a real bonus. ”

Paul White, Corporate Procurement Manager, Warwickshire County Council.

## What makes us different?

### Complete communications solutions

We know you prefer to deal with one company for all your communications needs. We provide a one-stop shop for products and solutions, expert consultancy, project management and integrated billing - just one supplier with total accountability. We've got a track record of saving companies 20%+ on their telecoms spend. We do this through competitive pricing, reducing unnecessary costs and our attention to detail.



### Commercial stability

You want a supplier that gives peace of mind in today's tough business environment. We're owned by Gamma, one of the largest UK networks. We are a company with a sound financial track record - growing, profitable and cash positive.



### Committed to being Green

We can help you reduce your carbon footprint and gain a business advantage. In 2010, we became Carbon Neutral certified, thus delivering a net zero carbon footprint for calls carried across the network, helping you to become 'greener' and conform to new Government environmental policies.



[CarbonNeutral.com](http://CarbonNeutral.com)

“ From very early on in the consultation process it became apparent we had found an organisation who wanted to understand our business and add value to how we work, as well as reducing our costs. I am extremely pleased with the service, and would have no hesitation in recommending Gamma Business Communications to anyone looking to migrate services away from BT or other suppliers. ”

**Phil Barker, Head of IT, American Golf.**

## Products and services

There may be many reasons why it's time for a full review of your communications spend:

- Moving premises
- Staff working from home or out on the road
- Rationalisation of your phone lines through growth or downsizing
- Increased sales and marketing campaigns
- Disaster recovery plans
- Supplier consolidation

These are just a few of the more common reasons we have been providing products and services to business customers since 1995. Our company grew rapidly based on our commitment to good products and service quality and we're now one of the UK's leading providers of business communications services.

The Gamma Group is one of the largest providers of telephone lines in the UK so we can provide you with a fast, responsive and reliable service.

Calls and lines are our core business, but our future is focused on the provision of next generation services based on sophisticated call control and displacing the need for equipment such as PBX's at the customer's premises.

We offer a comprehensive range of voice and data solutions, as well as our business mobile solution through our network partner Vodafone which really brings home the benefits of fixed to mobile convergence.



### Phone systems and services

Line rental  
Outbound calls  
SIP trunking  
On-site solutions



### Data services

Business grade Broadband



### Hosted Phone services

Communicator  
FeaturePlus



### Inbound services

Inbound  
Number translation services  
Audio/web conferencing  
Fax To Email  
Call analysis



### Mobile services

Business Mobile

*For full details on all our products and services, visit our website and download our data sheets*

**[www.gamma.co.uk/gbc](http://www.gamma.co.uk/gbc)**

or call **0845 504 9111**

## Committed to being number one in the Channel

Much of the ongoing success of our market position is down to the team of channel partners that re-sell our products across the UK. Becoming part of our channel team can benefit your business by developing a new regular, ongoing revenue stream.

Are you already in the telecoms market but not getting the support or reward you deserve from your current supplier? Or are you in another industry, such as IT, and realising that as voice and data are now so closely linked there is a ready made additional revenue stream sitting in your existing customer base waiting to be tapped?

By offering our broad range of products and services to those customers, you can help their business with brilliant new services, and help them realise business efficiencies and cost savings.

We have been selling telecoms services in the UK since 1995, and offer a complete range of voice services, both traditional and IP, and also data services. We have a fantastic new business mobile proposition thanks to Gamma's new relationship with Vodafone and some excellent Inbound and Outbound products that offer real value in terms of both cost and functionality.

In an industry where there has been so much consolidation in recent years, it is essential that you choose a partner with a sound financial footing to give you and your customers complete peace of mind. We offer you that stability.



“ My Gamma business development manager often attends larger customer meetings with me and provides technical assistance for some of their more demanding requirements. Also, the marketing team have a lot of expertise and have created campaigns on my behalf which has helped to win new business. ”

**Lorent Reid, UTelcom UK, Channel Partner.**

## 10 great reasons to join our team of Channel Partners

- Flexible and generous commission schemes - earn up to 300% cashback
- We will look after you and pay you on time, every time
- Financially stable with strong backing
- Superior range of easy-to-sell products with full training
- Technical support for complex solutions
- Field support from your own Business Development Manager
- Industry leading customer service - low churn
- Expertise to help you win big bids
- Comprehensive marketing support
- Carbon Neutral certification to help you win business



## Elite Club

In addition, our top performing Channel Partners become members of our exclusive Elite Club which offers the chance to add real value to your business and ensures you are best equipped to grow your revenue streams with us. In return for your hard work, we provide enhanced marketing support for campaigns and customer proposals as well as exclusive active events, networking dinners and luxury days out.

If you are a potential reseller or dealer, we're sure you will want to join our fast-growing team.



“ I chose to work with Gamma as they have a great range of products which makes it easier for me to provide a total communications solution for my customers. I am also impressed by their continuity of service which means that whenever I need assistance, there is always someone available to help. Billing and invoicing is always available on the portal so I can get all the latest information I need 24 hours a day. ”

**Andy Kenyon, Manor Communications Ltd, Channel Partner.**

To discuss your business requirements and to get the best communications products and services for your organisation, give us a call on

**0845 504 9111**

