

## Overview

BtL Solo provides a new way of purchasing ICT services, guaranteeing to save companies of all sizes money and deliver predictable ICT costs within an Enterprise class management wrap. BtL solo packages all the services that BtL have been successfully providing for years ([www.btlc.co.uk/aboutus/testimonials](http://www.btlc.co.uk/aboutus/testimonials)) into a simple monthly payment. Uniquely it can include traditionally variable based charges such as fixed and mobile call costs.

Companies taking up BtL Solo will be able to **predict their exact costs for ICT**, whilst at the same time **saving money** and benefiting from the below.

- Improve disaster recovery
- Improve Mobility and Flexibility of your workforce
- Improve Staff retention
- Improve your green credentials
- Guaranteed software compliance

In order to establish what the cost per head is for BtL Solo we need to establish what your current costs are per head. Unfortunately 99.99% of companies have no idea what their cost per head is for ICT by class of user but it is not that difficult to workout. The Finance Director or Company Accountant will understand the principles of activity based costing and why this is a valid way of determining budgets, we will work with them to agree the current costs as a benchmark. For the purposes of our evaluation it will be quite easy to establish closely enough the cost by using the trial balance and some headcount information. This along with some sample invoices will enable BtL to produce a compelling business case for change.

If you like the idea of predictable, hassle free ICT at a lower cost don't be scared off by the inevitable complication of multiple existing contracts with different minimum periods. BtL Solo can be phased in, as services are free from contract encumbrance making immediate savings possible and transition easy.

What we are offering is a customised service that ticks all the boxes but it is such a big area that the propose of this overview is only to wet the appetite for an initial discussion so that your infrastructure topology and business drivers can be understood and we can qualify if there is a good fit for BtL Solo.

So how is Solo charged? We 'Simply' categorise all your staff into 4 types of user and determine a cost per head per month for the contract duration:

The 4 Classes of User are:

**Mobile Warrior** - User has a mobile and a Laptop and spends much of their time out of the office.

**Call Centre Agent** – User spends most of the time on the phone receiving or making calls.

**Office Worker** – Average typical user without a mobile phone

**Executive** – User is typically in management with a mobile and high end Laptop.

For more information or a live demo please call 0800 011 4088 or email [sales@btlc.co.uk](mailto:sales@btlc.co.uk)