



excell[®]
people. technology. innovation.

Excell deliver services to over thousands of organisations in business centres across the UK. Services delivered include hosted telephony, dedicated Internet and a suite of cloud based applications and services. The solution suite is available to customers on short-term contracts to match their tenancy agreements.

Excell deliver the site-specific voice and data services from the Excell Next Generation Network (NGN) which successfully combines the most advanced technologies with the latest services and applications. Totally flexible, the NGN's capability is defined by the individual requirements of each customer at each site, making it a truly bespoke solution. The network also ensures multiple carrier-grade characteristics that provide resiliency for customers.

**Excell – The
Business Centre
IT & Telecoms
Specialists**

Benefits to the Business Centre

INCREASE REVENUE AND PROFIT MARGINS

Our comprehensive portfolio of technology services goes beyond the typical voice and Internet services offered by other providers. Our services are designed to help you attract and retain valuable customers. They increase existing profit and revenue streams as well as generate new ones.

LOWER OVERHEADS

Excell provides fully managed services, from installation to ongoing maintenance. This enables your team to concentrate on core business objectives. We provide all the equipment; we provide the service, so capital outlay is kept to a minimum.

TRANSFORM AND DIFFERENTIATE YOUR OFFERING

Our solution assists in transforming basic commodity space into a high quality business centre equipped with an excellent range of services. By making your offer more attractive, you can increase customer retention and yield.

MAXIMISE YOUR COMPETITIVE EDGE

We provide in-depth expertise in the latest technologies such as IP telephony, security solutions, managed networks, wireless solutions and more.

REALISE THE REVENUE POTENTIAL OF EMERGING TECHNOLOGIES

Our development team will deliver enhancements and a continual stream of new services with quantifiable revenue streams. For example, by capitalising on emerging mobile communication capabilities, you can capture revenue that would otherwise be lost to mobile network operators.

SIMPLIFY BILLING, ADMINISTRATION AND REPORTING

Our solution provides one bill, one contract and one point of contact for all your technology and telecom services – all supported by comprehensive service level agreements to maximise efficiency. With bespoke billing, your invoicing can be tailored precisely to your needs. In addition, our billing systems and management reports can help you identify usage trends to shape future strategy.



*“Excellent
advantage
revenue*



Benefits to the Business Centre Customer



ACCESS INNOVATIVE TECHNOLOGIES

Our solution offers all the benefits of high-end systems and service platforms that are more typically associated with large corporate organisations.

GAIN RELIABLE, ROUND-THE-CLOCK SUPPORT

Excell offers your customers peace of mind, since our platforms are monitored and supported 24 hours a day, 7 days a week. They comply with service level agreements that would satisfy even the most demanding global business.

RE-DEPLOY IN-HOUSE TECHNICAL RESOURCES

With all the pressures of technology service support being provided by Excell, your customers gain the freedom to focus on their business.

REDUCE START-UP COSTS

Quick and easy access to a comprehensive range of managed technology and telephony services means lower start-up and moving-in costs. This enables your customers to get on with day-to-day business activities sooner, without the worry of how to meet their technology requirements.

ACQUIRE FLEXIBLE SERVICES

We remove the burden of lengthy contracts and by doing so, Excell's services are designed to grow, flex and adapt as business needs develop and change.

"We have significantly enhanced our competitive edge, reduced our costs and created an alternative revenue stream"

Portfolio of Services

Our services are installed, managed and maintained by Excell's team of certified engineers and are fully managed for all adds, moves and changes. Services come fully documented and are provided with full training at point of installation.

Our network and "service wrap", enables a robust end-to-end hosted solution that is setting the standards in the industry and destroying myths regarding the quality of service delivered by SIP and IP telephony.

HOSTED TELEPHONY
OPEN INTERNET
DEDICATED INTERNET ACCESS
DESKTOP SUPPORT
SERVER SUPPORT
IT MANAGER
VIRTUAL DESKTOP
MOBILE /BLACKBERRY / IPHONE
HARDWARE (DESKTOPS LAPTOPS)
MESSAGE SERVICES
CO-LOCATION SERVICES
ON-LINE BACKUP

The Excell Network – Our USP

£1.8m investment

Tier one network built for voice

Fully managed and proactively monitored from the Excell Network Operation Centre (NOC)

Full DR and resiliency

All services on the circuit are supplied by Excell

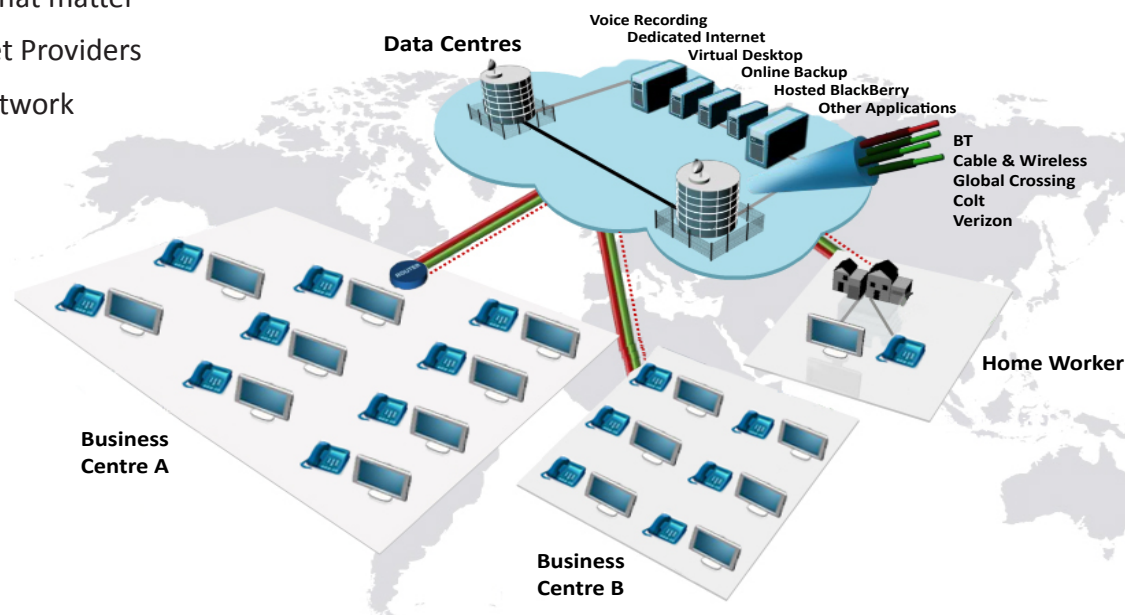
UK's leading supplier of SIP services

Our network is completely un-contended - we have no restrictions, pinch points or caps on Internet access, or on any service for that matter

Multiple Independent Internet Providers

Multiple PSTN Network to Network Interconnects

OFCOM Regulated Service Provider



For more information

www.excellgroup.com | enquiries@excellgroup.com | 0800 1 959 959 | [twitter: @excellgroup](https://twitter.com/excellgroup)