

# Case Study.

THE COLOUR WORKS INTERNATIONAL LIMITED

The Colour Works are a team of professional experts specialising in the transformation of performance in individuals, teams and organisations.

Equipping people with the knowledge, tools and confidence to fulfil their own potential, at every level of an organisation; through development and management of emotional intelligence.

## The Problem

"Solid growth coupled with an expanding team necessitated a review of investment in our infrastructure. We had multiple Service-Level Agreements with various telecom providers for mobile/landline/broadband services which weren't returning the best value for money and

were eventually unable to fulfil the needs of the business."

Rob Slade,  
Colour Works  
Operations Director.

## The M12 Solution

Initially the MD, Giles Miskin, was looking for a new mobile contract and M12 helped them with a great value package on the Vodafone network. Over time Rob Slade, recognised the benefit of having all services with one supplier and moved their BT line services to M12 with significant savings.

When the time came to replace the telephone system M12 was the obvious choice to advise and supply a state of the art system which allows them to communicate whether the team are in or out of the office. Call reporting and

recording ensures they can monitor and maintain their exacting standards.

## The Result

"Consolidating all communication functions to M12 meant we received great value for money including a full support contract. Couple this with a dedicated account manager who understands the needs of our business and clearly demonstrated how M12 could support us as we grew made it an easy decision to make. The result is that we have a modern, fit for purpose system that is flexible but more importantly robust.

*We have been a customer of M12 Solutions for nearly 10 years. We find their use of cutting edge products and technology coupled with superb customer support and old fashioned values puts them way ahead of their competitors."*

Rob Slade, Colour Works Operations Director.

