



Communicate Better<sup>®</sup>

# Case Study



## Client: Shred-it

(Confidential document destruction company)

## Background:

Communicate Better had been providing standard voice-based mobile communications to Shred-it for over 5 years.

## Task:

Shred-it wanted to allow their sales force to have sight of their sales management information via a secure mobile communication method.

## Strategy:

Communicate Better wanted to provide a completely integrated solution to Shred-it. They put forward a proposition for Blackberry which would also integrate with both their existing system and a SAP mobile based solution along with full help desk support as part of the contract.

## Results:

Improved service to Shred-it customers via effective remote communications as well as an increased level of security. Sales staff now have more flexibility with remote working and this has increased productivity for Shred-it, thus increasing profits.



“We welcome the introduction of this new service to the daily running of the business, improving the service to our customers and providing another way to communicate effectively and efficiently remotely.”

**Robert Guice**  
Executive VP of Shred-it EMEA

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