



Case Study

BM Steel



BM Steel is one of the UK's largest structural steel stockholders and processors.

They deliver steel, used in structural and architectural projects across the country and turned to Communicate Better to help manage their IT, Mobile, Telephony and Telematics.

See how Communicate Better help BM Steel save £250,000 a year »

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Our Task

To empower BM Steel to manage a smart, reliable, and fully converged technology solution that proves simple and cost-effective, and ultimately, increases productivity.

The Strategy

From a secure and scalable MPLS solution to powerful hosted telephony that simplifies call management, we help BM Steel stay ahead of the competition.

Multiple fibre lines bridge together multiple sites for the steel stockholders, providing high security.

Horizon helps BM Steel control all communication across multiple sites from one simple interface, as well as benefit from an end-to-end service that covers all their needs (including handsets, core

network access, onsite installation, and training). Calls can be managed from anywhere, anytime, and on any device (MDM), while our rich disaster recovery programme allows BM Steel to plan ahead for a rapid recovery in the event of a crisis and keep all their critical data securely backed up in the Cloud.

Out on the road, BM Steel's fleet can complete over 400 deliveries a day, thanks to Communicate Better's smart vehicle scheduling and tracking technology through Webfleet.

Jobs can be easily allocated in real-time, based on quickest arrival times, through Maxoptra route optimisation - enabling drivers to anticipate traffic delays and ensure customer satisfaction.

The Results

Since the implementation of Communicate Better's solutions, BM Steel have generated a ground-breaking £250,000 a year in savings.

We've revolutionised the infrastructure at BM Steel - installing both hardware and software - and reducing expenditure by 16%.

The team at BM Steel have been able enjoy superfast speed into the data centre, as well as double their internet breakout speed, allowing BM servers to communicate over 10 times faster than ever before.

Trusted tools such as Office 365 have helped secure 27% in time savings whilst fleet productivity has been boosted by over 31%.



£250k Annual Savings



16% Expenditure Savings



27% Time Savings



31% Fleet Productivity Boost

We create success stories. As an award-winning market leader, Communicate Better keeps clients up to speed with cutting edge technology, providing cost-effective solutions for growing businesses. At the heart of what we do, comes building lifelong relationships with our customers.

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