

CASE STUDY: THE ALTERNATIVE STEEL COMPANY

THE SITUATION

Founded in 1994, The Alternative Steel Company has rapidly become one of the foremost names in the structural tube and hollow section market in the UK.

Drawing from around 5000 tonnes of physical stock at our premises our customers enjoys an unrivalled range of products and services, and with quality mill support we are able to supply fully certified steels at the most competitive prices around.

Ongoing capital investment in processing equipment ensures that we can provide fast and cost effective solutions to most structural cutting requirements, whilst operating our own transport fleet allows us to service most parts of the UK within 48 hours from receipt of your instructions.

In order to keep up with the current and future market demand, Alternative Steel needs a Telecommunications Partner that is reliable.

THE SOLUTION

By conducting regular tariff analysis, Neil Howard Telecoms can advise Alternative Steel which is the best tariff for them. For example, Alternative Steel utilise a lot of internal minutes so Neil Howard Telecoms have placed them on a tariff where Alternative Steel employees can call each other free of charge.

At the same time, senior management have BlackBerry devices so that they can always be in touch with the office, which has benefited them enormously as most senior management are out of the office all the time but are still able to catch up with their e-mails.

THE RESULT

By working with Neil Howard Telecoms, Alternative Steel have just one point of contact for all enquiries that they may have; such as billing issues, data handsets, faults, repairs...

Their tariffs fit to their exact usage which helps them to keep on saving money all the time.

HOW ALTERNATIVE STEEL AND NEIL HOWARD TELECOMS WORK TOGETHER

Neil Howard Telecoms manage the Alternative Steel account very well and when issues arise, they are addressed very quickly.

"Neil Howard Telecoms are responsive, offer good advice and review tariffs during the contract period, whilst having up to the minute technology – all resulting in saving us money"

**David Brown – Managing Director –
The Alternative Steel Company Limited**



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ABOUT NEIL HOWARD TELECOMS

Neil Howard Telecoms was established in 1985, with over 20 years experience in telecommunications.

How can we help you?



VOICE



LANDLINE &
IP TELEPHONY



DATA



VEHICLE
TRACKING