

# CASE STUDY: HOWORTH AIRTECH LIMITED

## THE SITUATION

For more than 100 years the Howorth name has represented:

- Technical creativity.
- Expertise in air engineering.
- Expertise in its application to climatise and control the working environment.

During the 1960s, Howorth's experience and skills were applied in response to the needs of the medical profession with the design and construction of the worlds first Ultra Clean Ventilation system for the bacterial elimination from surgical operating rooms.

Working to extremely strict International cleanliness standards and leading the way in Surgical Theatre Control, Howorth Airtech is a truly international company.

## THE SOLUTION

After being recommended to Neil Howard Ltd, they initially took individual price tariffs according to the number of minutes used per month by each user. After Vodafone's introduction of the Sharetime tariffs it was decided this would be a more cost effective solution, as calls between company users were not deducted from the monthly allowance. This can add up to almost 6,000 minutes per month.

The company has seen substantial growth again during the last 18 months and as a result has recruited more staff. This has led to the requirement for extra minutes. The Sharetime tariff allowed Howorth Airtech to add an extra 5,000 minutes to their previous tariff.

## THE RESULT

"This provision of free calls allows them to dial back to the office and to their direct dial numbers without these calls being deducted from their monthly allowance." **Len Morris – MD – Howorth Airtech Limited**  
The company does not have a necessity for particularly high specification handsets. Simple, reliable and robust handsets are a must. They currently take two models, the Nokia 6021 and the recently introduced Nokia 6233. These are used in conjunction with Nokia Bluetooth earpieces to comply with hands free driving legislation.

## HOW HOWORTH AIRTECH LIMITED AND NEIL HOWARD TELECOMS WORK TOGETHER

"Neil Howard's staff is most helpful in leading you through the minefield of conflicting tariffs and has provided us with an effective programme to save nearly 30% costs p.a. compared with our previous arrangement. Our account manager is well informed and reliable and enables us to outsource our mobile phone requirements with confidence" **Len Morris – MD – Howorth Airtech Limited**



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**Len Morris – MD – Howorth Airtech Limited**



Neil Howard 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