

CASE STUDY: QHOTELS - A COLLECTION OF HIGHLY INDIVIDUAL HOTELS

THE SITUATION

QHotels was founded in March 2003 by a team of experienced prestige hoteliers, in collaboration with Alchemy Partners. Together, they aim to develop their portfolio into a minimum of 10 hotels. Each new hotel gives them another opportunity to start afresh and do things differently – we look beyond accepted practice to achieve the best results for our guests.

The group offers a prestigious selection of highly individual properties throughout the UK. They pride themselves on investing in elegant, beautiful and sometimes historic hotels and their staff, approx 2,750 – but they are not afraid to add something with a contemporary twist if it will enhance your experience with them.

With all these Hotels, they had a need to have one supplier that provides all their mobile communications.

Vodafone have the best value for money contract to suit their needs at QHotels. They have changed to a Share Time contract; they have always used Vodafone because they offer the best coverage.

THE SOLUTION

“We find that the team at Neil Howard are professional, courteous and friendly – everything you want in a supplier as it means you’ve one less thing to worry about.” **Liz Howe, Director of Marketing - QHotels**

Moving to Share Time was...

- cost effective
- giving the best value
- with shared inclusive time
- free of charge calls

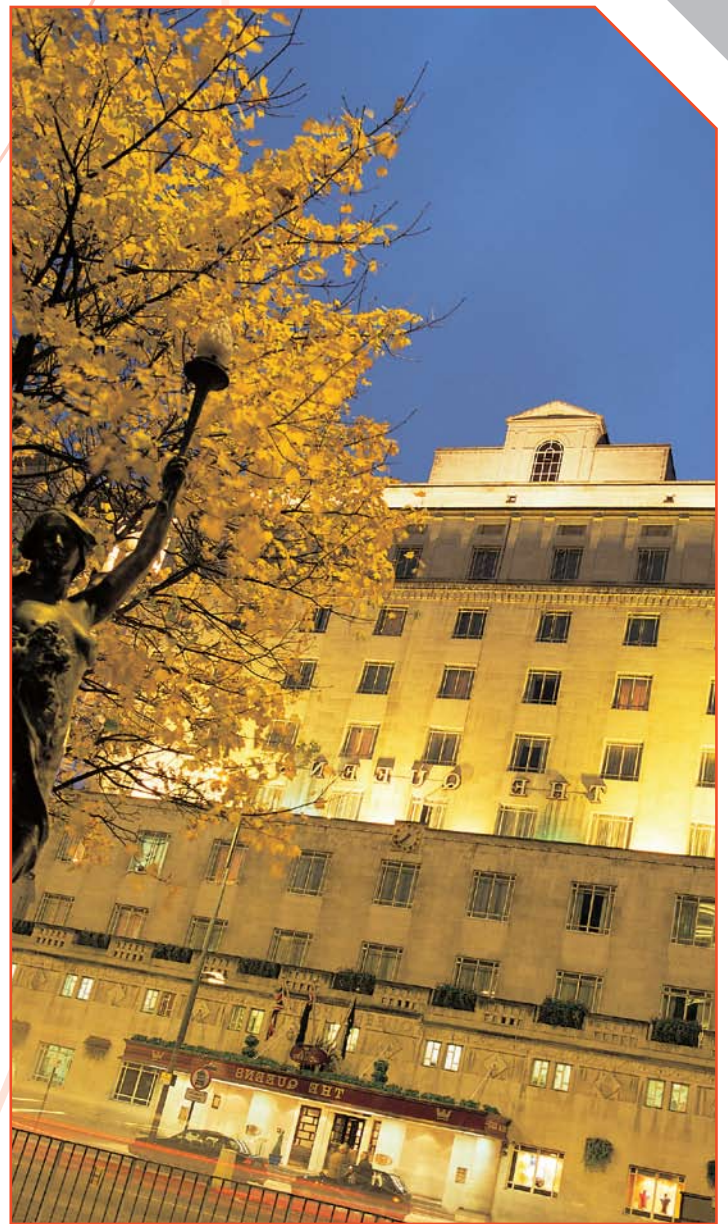
THE RESULT

- A saving of at least £1,400 per annum when they moved to Share Time in June 2006.
- All managed through one account, with two nominated points of contact.

HOW QHOTELS AND NEIL HOWARD TELECOMS WORK TOGETHER

Neil Howard Telecoms is managing our account very well with a good friendly service.

So far, the invoicing and credit notes are referenced correctly, along with deliveries arriving on time at the correct address.



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Liz Howe, Director of Marketing - QHotels



Neil Howard Limited

Units 1 & 2, Lower Philips Road, Whitebirk Industrial Estate, Blackburn, Lancashire BB1 5PG

Tel: 08702 646464 Fax: 08700 606070

Web: www.neilhoward.co.uk Email: enquiries@neilhoward.co.uk

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