



CASE STUDY: SILENTNIGHT GROUP

THE SITUATION

Silentnight Group Limited is the UK's leading bed manufacturer. Home to some of the most prestigious brand names in the industry, including Sealy UK, Rest Assured and the UK consumer Superbrand, Silentnight Beds, the Group prides itself on innovation and has a vision of making its brands the most sought-after in the UK and Ireland.

It is estimated that one in five beds sold in the UK is a Silentnight Group brand.

This is why Silentnight Group needs a partner that can sort out their communications contracts.

THE SOLUTION

Silentnight Group changed their tariffs to Sharetime and it helped them to:

- Save money
- Restructure the business

They use the company mobile phones with a car kit installation for:

- **The car fleet:** Staff that are always on the road. This is from a safety point of view, i.e. not breaking the law.
- **Vehicle fleet:** Staff that do delivery validation for the customers.

THE RESULT

In a period of 6 months, Group Companies savings range from 15 to 20% off the previous bills.

Now that the business has stabilised and has managed to make important savings, it is time for Silentnight Group to look into improve their communications levels (vehicles/cars drivers on the move).

HOW SILENTNIGHT GROUP AND NEIL HOWARD TELECOMS WORK TOGETHER

Silentnight Group has dealt with Neil Howard Telecoms since the beginning.

"We have no issues with Neil Howard Telecoms and if something goes wrong, we know who we need to talk to" **Howard Bracewell – Senior Buyer – Silentnight Group**

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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