



Developing Flexible Working Practices

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First Connections

Connecting people and ideas!

- Business Efficiency
 - Focus on Productivity – flexibility – home working
- Department Contingency
 - Crisis Communication – war cabinet
- Carbon Footprint
 - Travel reduction – Travel at the speed of light
- Technical Enhancement
 - Unified Communications Strategy – Integrate
- Enhanced Inter-Dept collaborative working
 - anywhere anytime – one size does not fit all

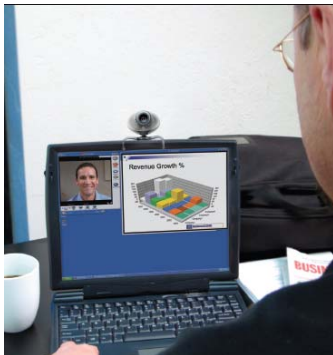
Commercial Drivers

- Travel & Cost expenses
- Carbon Footprint
- Technology advancements
- Network & Quality availability
- Work/Life balance
- Economic challenges
- Speed to adapt/compete
- Affordable
- Available



Benefits

- Travel, Cost & Time Reductions
- Natural face to face communications
- ROI – Months not years
- Carbon Footprint, Work/Life balance etc.
- Increased Productivity & Staff Retention
- Business Re-engineering
- Globalisation, Availability, Skills shortage



From the laptop
To the virtual boardroom
Come and see it in action....





ROI Prepared for Pinewood Event 30th October

"Videoconferencing is as good as it ever needs to be"

Enter your data:

	INPUTS	
Currency	£	£
Length of each meeting	2.0	Hours
Total Number of participants	5	People
Number of travelling participants	3	People
Average cost of employment (salary+)	40,000	£ P/Anum
Number of meetings per month	16	Meetings
Travel time round-trip per person	3	Hours
Travel costs (flights, parking, mileage)	120	£
Other costs (hotels, meals, subsistence)	0	£

Video system choice:

	Large Group 4-15 people	
Type of Systems Selected	3	
Quantity of System selected	3	
Capital System selected	30,000	£
Indicative 36 month lease option from FC	963	£

Network (IP or ISDN):

Percentage of calls on ISDN (versus IP)	0%	
Percentage of calls international	0%	
ISDN cost (calculated 384K call per hour)	0.00	£

If financed by Lease option:

per month cost saving! **8,911** £

If capital Purchase option:

Time to ROI on purchase: **3.0** Months

Savings:

	Month	Year	
Reduced cost:	9,874	118,491	£
Time saved:	144	1,728	Hours

Based on 0.7 hours use per system a day (16 meetings/month)

Working out:

	By Video Conference	Personal Attendance	
Time spent	10	19	Hours
Salary cost	286	543	£
Travel cost	0	360	£
Network cost	0	0	£
Total cost per meeting	286	903	£
Total cost per month	4,571	14,446	£

Have you also considered: [Green Issues](#), [Carbon Footprint](#), [Work/Life Balance](#), [Stress](#), [Productivity](#)

[Client/Partner relationships](#), [Access to the Expert](#), [Remote Sites](#), [Home Working](#), [New Markets](#), [Globalisation](#).

Videoconferencing is a business issue, it saves money and time! It helps you differentiate your company, improve time to market and gain competitive advantage - If you haven't seen it recently then call us and book a demo or trial.

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Cost of 3 traveling to a meeting @ £120 per person
Investment of £30000 for 3 systems. (Lease option 963 pcm).

		Low	Planned	High
Usage Low	Meetings per month	8	16	32
	System usage (hours/day)	0.3	0.7	1.3
	Travel hours per year	864	1,728	3,456
	Travel costs per year (£)	34,560	69,120	138,240
Excluding salary	Payback period (months)	<u>10.4</u>	<u>5.2</u>	<u>2.6</u>
Excluding salary	Savings over 3 years (£)	73,680	177,360	384,720
Including salary	Payback period (months)	<u>6.1</u>	<u>3.0</u>	<u>1.5</u>
Including salary	Savings over 3 years (£)	147,737	325,474	680,949

Have you also considered:

- Green Issues: Carbon Footprint, Work/Life Balance, Stress
- Productivity: Wasted Travel Time, Time to Respond, Home Working
- Business re-engineering: Closer Client/Partner relationship, Working onsite/remote
- Remote Expert, Wireless Internet is pervasive
- Extending your reach: Effectively Manage Small Offices, Enter New Markets, Globalisation.

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to the Virtual Office
there is a better solution!**



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