



Connexis Newsletter



COMMUNICATION SOLUTIONS FOR BUSINESS

Independent advice, tailor made

- Authorised business partner for leading manufacturers
- Qualified engineering and support services
- Voice, Data, Messaging, video and fax services
- Migrated and integrated services tailored to suit



Winter Newsletter

Volume 1, Issue 1

The Telecoms revolution has arrived

Due to the rapid advances being made in broadband speeds and availability, business analysts are predicting a dramatic uptake in the adoption of 'integrated IP (Internet Protocol) telecommunication systems'.

Few in the commercial world can afford to ignore the impact and benefits that this change will have on their efficiency, profit and competitiveness. IT experts anticipate that innovative new productivity applications will become integrated into the phone system. 'You'll be able to access your desktop from any location where you have a broadband connection and get access to all your messages, including your voice-

mails, all at a very low cost'.

Why IP?

Well the global success of 'the world wide web' has meant that billions of users around the world have already invested in the technology and infrastructure needed to benefit from the instant exchange of information. Applications and data can be easily shared, speeding reaction times in the delivery of services, and, in the process reducing cost. The management of resources can be done centrally and this means savings in overheads, buildings and staff costs which, for many, is a very attractive proposition.

With roads becoming ever

more congested, many people will be given the option to work at home where they can access all their company systems and use a phone as an extension of the company network. "Telecommuting" will have massive benefits to both people and the environment where many less journey's will be required to get the day's work done.



New engineer consolidates network

Connexis Director, William Rowland is pleased to welcome engineering specialist, David Sturmey to the company.

With over twenty years of experience in the Telecom industry, working for companies like: BT, Mercury, Siemens and Mitel, David

brings a wealth of technical knowledge to the business, particularly in the installation and maintenance of network dependent communication systems.

" We've been keen to develop a strategy for supporting businesses wanting to take advantage of the

latest convergence technologies.

By introducing David to the team, we are in a position to extend our portfolio of solutions providers, and offer clients an unmatched level of technical support".



Mobotix wins 'best of show' award at the C3 Exhibition in New York

"Simply put, we needed to implement a means of communicating directly with our customers"

Giant leap forward in network video

Demonstrating how IP video technology has rapidly evolved, Mobotix has taken the concept of low cost video surveillance, and created a range of multi-functioning, network based monitoring systems.

The original concept of video over IP stemmed from being able to convey images from a camera to a monitor screen using existing computer equipment, without the need for dedicated cables, or other hardware.

The 'next generation' video systems that Mobotix have released, clearly illustrates the

direction in which the technology is moving. Largely passive analogue systems are quickly being replaced by semiautonomous monitoring systems, bursting at the seams with sophisticated features and delivering crisp colour images (and sound) that more than rivals those from conventional CCTV cameras.

What began as a novel solution for a fairly narrow range of surveillance applications is now looking increasingly likely as the replacement for cabled camera systems. The hardware available now can tackle difficult and

demanding situations where image quality, low-light performance and reliability are critical factors.

Picture performance is simply excellent, with resolutions far in excess of the average analogue system, and including functions like pan and zoom, event triggered recording (movement, or sound) and low cost, long term storage. Additionally, the output is accessible through conventional PC software, and can be configured to upload automatically to the web, or send remote notifications to a mobile or other equipment..

Connexis spreads the news

Connexis Director, William Rowland, has announced the creation of a new post of Marketing Manager.

The role, filled by local resident Stephen Culley, has evolved as a direct result of the company's continuing growth, and need to raise awareness of the revolution in telecommunications.

William admits that the rapid

changes in technology had taken many of their traditional clients by surprise, leaving them somewhat bewildered by the choice and features of the many telecom solutions now available.

'Simply put, we needed to implement a means of communicating directly with our customers, staff and suppliers, and keep them abreast of the new technology.

Therefore, we felt it important to establish our own 'in-house' Marketing Manager who could raise our profile and assist us in helping businesses through the maze of technology and jargon.'

'Stephen comes to us with a wide marketing background, particularly in promoting new technologies to business, having undertaken a similar role for Rolls Royce.'

ZyXEL added to the OEM portfolio

One of the leading providers of end-to-end network access equipment, has been added to the list of Connexis approved manufacturers.

ZyXEL, is one of only a few companies in the world capable of offering complete networking solutions including: broadband connectivity, routers and LAN (local area network) switches, hotel internet access solutions using wireless access or DSL

(Digital Subscriber Line) and security solutions.

Thanks to a corporate global network of 10 sales offices and 3 design centres, ZyXEL has successfully passed the US\$325 million mark in annual revenue. The company currently has over 2,000 employees and distributors in 70 countries reaching over 150 regional markets.

Following the successful course completion of a

ZyXEL approved Partner Product Training programme, Connexis is delighted to announce this latest addition to it's range of supplied and supported IT and telecom equipment.

For further information on ZyXEL products and services contact:

Ian Ross on 01952 528011

ian.ross@connexis.co.uk



ZyXEL Partner Product Training Certification

Barbers flagship office goes live!

Volume 1, Issue 1

Leading Shropshire Estate Agent, Barbers, recently completed the opening of their 'flagship' commercial offices at a brand new site in the Shrewsbury Business Park..

Chosen to assist them in equipping and installing the latest in telecoms and data-networking technology were the Telford based specialist communications company Connexis.

Working closely with key personnel at Barbers, Connexis were able to advise and deliver on a total solution package designed to integrate the latest in digital te-

lephony with Barbers own computer network.

The Avaya IP Office system installed allows for the seamless harmonization of the telephone operations with elements of the IT infrastructure. Features such as direct dial combined with centralized voicemail, computerized control of call handling via phone manager software, and the ability to instantly converge call information with records housed on the company database.

The result being a system, that not only allows for the smooth interaction between Barbers staff and clients, but

in addition, offers productivity and efficiency benefits previously unavailable.

William Rowland, Connexis Director commented we are delighted to continue our long association with Barbers in providing leading edge communication solutions



Pictured above from left to right:
Bernie Hutchinson Barbers Partner
Paul Williamson Barbers Partner,
William Rowland Connexis Director.

The Avaya IP Office system allows for the seamless harmonization of the telephone operations with elements of the IT infrastructure

Five reasons why you should choose Connexis as your key Telecoms and IT supplier

Experience and Reputation	Technical Knowledge	Engineering Support	Installation and Training	Cost efficiency and Value
Regionally based, and with over eight years experience in delivering and supporting local business, Connexis have the credentials to lay claim to being the leading Telecoms Company in the West Midlands .	Authorized and accredited re-sellers for a wide range of premier equipment manufacturers, Connexis have the resources and expertise to handle your telecommunication requirements from 'cradle to grave'.	Outstanding technical knowledge underpins all our engineering support services. Professionally trained and accredited engineers are on hand to ensure that your Telecom systems run smoothly and without interruption.	Training is the key to maximizing the potential available from using modern Telecom and IT systems. Our demonstration facility allows us to offer practical, 'hands on' tuition for key personal, both on, and off-site.	By investing in leading edge technology and training, Connexis are able to 'guide' clients through the maze of choice, and help them develop a 'future proofed', communications strategy, increasing productivity and cutting costs.

*Maximum Technology
Maximum Support*



Contact us now for a complimentary Telecoms and IT 'Health-check', and let us get you talking.
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Founded in 1998, Connexis are a specialist telecoms and data networking consultancy providing 'tailor made' communication solutions to businesses in the West Midlands. Operating from a Head Office in Telford, and conveniently located close to major transportation networks, Connexis are able to offer a comprehensive installation, maintenance and support service to clients using a team of fully qualified engineers. As authorized resellers of a wide range of leading manufacturers equipment, Connexis can guide prospective buyers 'painlessly' through the process of integrating their telecom and IT systems, and so greatly increase productivity, efficiency and customer service.

Connexis

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The 'Buyers Guide' to successful Telecom systems

COMMUNICATION SOLUTIONS FOR BUSINESS



WE'RE ON THE WEB!

WWW.CONNEXIS.CO.UK

With more and more businesses migrating to IP networks, and taking advantage of the technology's added capabilities to improve productivity and cut communications costs, the decision on who to use and what to buy is becoming increasingly complex.

To ensure the process is smooth and trouble free, Connexis recommend taking the following steps:

Firstly, use an independent consultancy who can assess your requirements and advise you on the most suitable technical options.

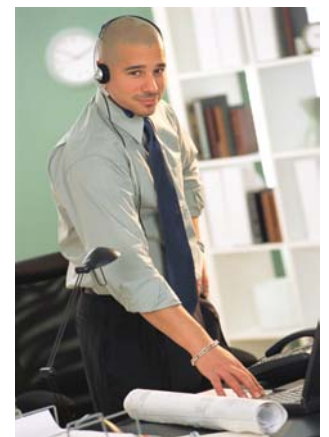
Test the system before you buy. Pictures and feature charts are often insufficient for a purchase that will be used extensively by every person in your office.

Check how the phone feels in your hand, see how easy it is to access extensions and voicemail. Evaluate phone and speakerphone quality.

Check voicemail feature functionality, and consider the benefits of adding unified messaging services, like voicemail to email and text etc. That way you will minimize the chances of getting stuck with an inferior or unsuitable product.

Consider the likelihood of your business expanding and growing, would you need to recruit more staff, or need additional telephone lines? Save on future expense and consider getting extra cabling or wiring laid during your initial installation.

Invest in a service and support programme (staff training should also not be over-



looked) and regular servicing helps avoid the disruption and commercial damage caused by lost communications.

Following these steps will hopefully ensure that your investment, both in your telecom equipment and your business, will be safeguarded for many years to come.