



The **FUTURE** of **MANAGED SERVICES**

By Jim Bennett, Head of UK Sales

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Staying connected is essential for the success of your business – but with ICT services getting ever more complex and sophisticated, how do you find the time, and the expertise, to stay on top of it all?

The broad range of technologies available, and the rapid pace of change, means that understanding the best technical, and strategic, choices is becoming harder and harder for IT leaders.

Maintaining that level of skill in-house can be a significant distraction from the real focus of a company, and represent a significant cost.

Which is exactly why JT have invested heavily in its Managed Services portfolio: to make sure that customers can take advantage of the immense benefits offered by cloud-based services, intelligent self-learning algorithms, and software-defined infrastructure.



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Time for Transition

Many of our customers have transitioned to a managed service model. As a result they've seen their costs plummet, their ability to address new business models rapidly and reliably accelerate, and they have the time to delight their customers, and users, not least with new services which can transform their daily lives.

We understand that asking another company to look after your ICT services could be a daunting proposal but in today's world, the most innovative users of technology are exploring new ways of working with their partners to help them gain the benefits of change without opening themselves to risk.

Your partner of choice should be experts in infrastructure, security, compliance and communications, and as JT would, work with you to build your business case for new investments and to navigate the transitions from 'old world' IT infrastructure to new - cloud-first, mobile-first-approaches to ICT.

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Choosing a Partner

So how do you choose such a partner? They need to be an organisation with the size and breadth of capability to deliver solutions to you, not just products. The goal is to simplify the interactions needed for you to achieve your business goals.

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Your partner needs to be:

Stable, and with you for the long-term. This is a partnership that needs to last through all the changes that the market throws at every business

Capable of identifying and managing risk. The most important reason for bringing in an external partner is the management of risk, and you must be able to trust your partner to care for your business as if it were their own

Able to deal with a broad range of challenges. You want a partner able to drive multiple changes at the same time

Focused on project management and successful delivery, on time and budget

Most of all – that they are good people to do business and will be by your side through any challenge

About JT

At JT we provide Customer Engagement solutions, Smart Retail solutions, Managed Monitoring, Managed UC, Wi-Fi, LAN and WAN, traditional and cloud-based PBX, and, most importantly, **reliable customer service.**

Our aim...to give each customer, worldwide, exactly what they need out of their relationship with us.

JT can help you to reduce costs, support limited internal resources, professionally manage change, and work with you to focus your resources on strategic projects that deliver real tangible business value.

All these services come with a demonstrably high quality of customer service and at a defined price.

JT Global Enterprise is an innovative and progressive communications enabler with a vision to become the partner of choice for global telecoms innovation.

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 JT Group Limited

