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To whom it may concern

Dear Sir/ Madam

Ballymore Properties is an international investment and development company carrying out large projects across the UK, Europe and the Middle East. Our communications have always been a major factor in our development as we are in many different areas. We have to update our very varied types of equipment and connections continuously. This would include an extensive mobile fleet of 500 plus handsets and other mobile devices. Then there are data connections, which will often be Fibre leased lines and phone systems, with the broadband and short-term communications for site work. Altogether very complex projects with the need for constant monitoring and changes to rates and connections.

Cortel Telecom has been supporting our communications for over 20 years. We are continuously approached to move our business to the Network providers and carriers direct. But our experience when we had used a Network operator direct was abysmal and although the pricing appeared to be good to start with it soon became apparent that as time went on, we were considerably worse off. We soon became aware that even with hundreds of mobile connections and many interconnected offices and sites the only way to be sure of consistently excellent service and genuine tariff and rate reviews is a reseller that has our interest at heart above all else.

Our experience of trying out the very large carriers in the telecoms industry is that you end up paying more and getting less service. In some cases, we had a virtual nightmare where changing staff and corporate attitudes have caused us to have no service at all when needed for huge projects.

It is not surprising then that we have always kept our telecoms where we know we will always get treated as an exceptional customer and will not get overcharged for the privilege. We rely on Cortel to be provided with accurate advice and efficient service. Always finding the best solution to our constant telecoms problems. Whether Mobile roaming, on-site connectivity or fibre leased lines.

We look forward to working with Cortel well into the future



Construction Buyer