



Making progress possible for Clipfine

With Enterprise Mobility bringing together our managed service expertise, the right tools and our network, we're helping this construction specialist transform the way it works.



Industry: Construction

Location: London

Employees: 183

Products and solutions: Enterprise Managed Mobility - Tailored End to End, MobileIron Secure UEM, Wandera Data Management, Security and BTnet.



Staying connected is the cornerstone of Clipfine's business. As well as being a construction company, it manages sites for market leaders like Sir Robert McAlpine and Mace. The family firm has helped build the HS2 railway and The Scalpel as well as revamp Battersea Power Station.

Clipfine's office and on-site workers are in constant communication with each other, customers and suppliers. This is how they make sure supply chains keeping flowing. Delivering building materials where they need to go, removing rubble and clearing sites on time.

Minor disruption to Clipfine's service could cause serious delays to its customers' complex construction projects. This wouldn't just damage the business' reputation, but lead to rising costs and expensive time penalties. So when its existing connectivity couldn't keep up with demand, they came to us. We consolidated all its IT services, giving them a digital foundation to build on for the future.

Struggling to make the most of mobility

The construction site is an increasingly digital place. Computer renders and large data packs have replaced architectural drawings and blueprints. Invoices and budgets are all managed via email and spreadsheets. While health and safety paperwork is now paperless, filled in on mobile devices.

But this new way of working comes with new challenges. Clipfine's 600 business devices were in constant use. This made it difficult for its IT team to manage them. So they couldn't be sure what apps its team had downloaded or where they were storing business data. Unnecessary international calls were also driving up the company's phone bill. Clipfine wanted to take control of its costs as well as secure its devices.

Meanwhile, the business had grown significantly. But it didn't have an office connection to match. Lacking enough bandwidth to keep up, sending and receiving large files took too long. While it hadn't delayed a project yet, Mukun Ganesh, Clipfine's company secretary, was conscious it was only a matter of time until it did.

But, at the time, Clipfine relied on several different providers for its digital set-up. Mukun found he was wasting time liaising with each one. While none of them could agree on a joined-up solution.

"Our previous solution was just too fragmented. For the sake of trying to save a few pounds here and there, we actually ended up spending more."

Mukun Ganesh
Company Secretary, Clipfine



Bringing together a complete solution

Clipfine knew they could count on us. They had worked with us in the past and knew they could trust our managed service, mobility experts and connectivity.

By bringing all its mobile and fixed networking needs to us, our experts could work with the company to understand its goals. Then develop a comprehensive IT strategy customised for Clipfine.

To help the company better manage its devices, we set them up with our Enterprise Managed Mobility solution of Tailored End to End set up. Drawing on our ecosystem of strategic partners, we were able to offer Clipfine a combination of MobileIron Secure UEM and Wandera Data Management and Security. This lets Clipfine's IT team remotely roll out approved apps, restrict which websites users can visit and set data caps. It's simple to use, giving the company a digital safety net, while letting its people still have the freedom to work on the go.

"You can just rely on BT. They provide all the services we require and have the experience with other providers."

Mukun Ganesh
Company Secretary, Clipfine



We also supplied Clipfine with new rugged handsets that are better suited for construction sites. As they chose our Tailored End to End set up, we handled every step of the process. This included integrating Secure UEM with both Apple and Samsung enrollment platforms. So it was easy to update the company's mixed mobile fleet. We then set up each device with the right apps and carried the user's contacts list. And we delivered them to each member of staff and trained them on how to use them. With nothing to configure themselves and no confusion over how to use the devices, Clipfine was able to upgrade all its mobile devices without any disruption to its time-sensitive operations.

To take care of Clipfine's office IT issues, we also installed BTnet dedicated leased lines at the company's headquarters. This meant it didn't have to share bandwidth with anyone else and office staff could get equal upload and download speeds up to 10Gbps. At the same time, we switched Clipfine's phone lines to VoIP, so it could make calls over the internet. We aimed to help get its costs under control while preparing the business for the all-IP switchover by 2025.



The power to flex for whatever comes next

Our mobility solutions let Clipfine keep working, no matter what happens. When the UK went into the first national lockdown in 2020, it was easy for them to adapt. While other construction firms had to shut down entirely, Clipfine only closed for a day while its office team switched to working from home.

Since then, the company has opened a second office to let its people return to work while having room to socially distance. Our managed service made it easy to add connections.

And even with an increase in remote working, Clipfine has been able to reduce its spending on mobile data and calls.

While our data cap controls and billing insights help it track spending. If they have any other issues, our UK-based support team are available 24/7 to help too.

Clipfine is now planning the next phase of its digital transformation. It wants to move its mobile fleet to 5G, so its on-site team has the network speed and capacity to make the most of the company's bespoke software. So they can increase productivity and flexibility to work anywhere, any time. With the reliability of the service we've put in place for them, it should be easy for them to embrace this next-generation network as well as any other future opportunities.

Want to find out more about how we can help with your mobility? Contact your account manager or fill in our call me back [form](#)

Offices Worldwide

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May 2021

