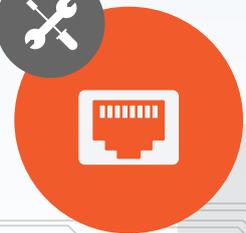


eit

configure | deliver | connect

HOW WE CAN HELP



WHO WE ARE: OUR INTRODUCTION

So often, it's the installation that can make or break the IT project budget. Delays and disruption arising from poorly managed deployment can waste time, tie up your IT resources and damage business performance.

EIT has what it takes to meet deadlines, work within budget and keep your costs to a minimum:

We provide high levels of quality customer service; with dedicated account managers who will look after the relationship. This personal touch extends to the engineers who visit your site - over time you will see the same faces again and again.

We have the skills:

We're accredited installers for Point to Point Encryption (P2PE) and for a vast range of cabling and network infrastructure, Telecoms, Electrical, Audio Visual, and more.

We have the people:

Our project managers work to PRINCE2 methodology and our engineers are trained and equipped to work efficiently - so our costs are always competitive.

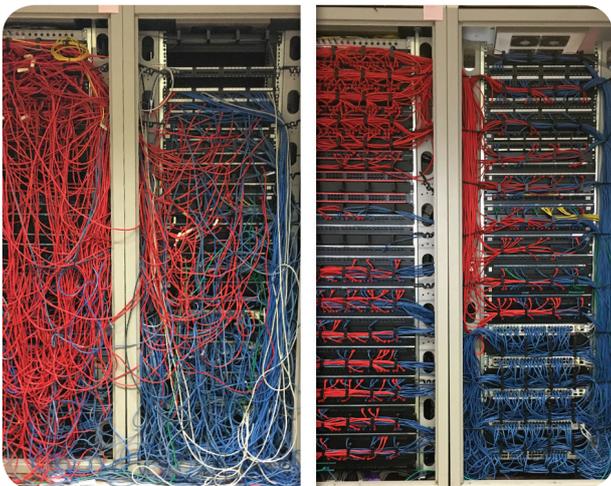
So often, it's the installation that can make or break the IT project budget. Delays and disruption arising from poorly managed deployment can waste time, tie up your IT resources and damage business performance.

We have the service:

We provide a consultancy level service, understanding your business and then developing a tailored solution to suit you.

Our low cost, turn-key service can supply, configure, install and test your systems, and everything we do meets ISO 9001 standards.

Our customers value the work that we do for them - we respond promptly to issues and solve problems quickly. We work with our customers as partners, understanding how their business works and providing the right service for them. As a result of this we have many customers who have been with us for over ten years. This is because we are small enough to care and large enough to provide outstanding service.



Before and after re-patching job at major high street retailer

STRUCTURED CABLING

EIT has been installing network cabling systems since its inception. All of our engineers are fully trained on accredited cabling courses including CAT 5 enhanced, CAT 6a, CAT 6 and CAT 7 standards.

All installations are carried out to ISO 11801 standards and our engineers have the skills to install fibre optical cabling and wireless systems. EIT has carried out installations at a variety of companies such as power stations, hospitals, oil refiners, offices, high street stores and graded listed buildings to name but a few so we have the experience to meet the high demands of any industry.

From high-spec technical solutions to networking and installing entire buildings, EIT offers a single source for the supply and support of all your networking needs, backed up by liability insurance.

What does typical look like?

- ✓ Small networks (up to 10 users)
- ✓ Large networks (up to 5000+ users)
- ✓ Cabling Standards CAT5e, 6a, 6 & 7
- ✓ BISI Corporate Member
- ✓ ISO 11801 Standard Installations
- ✓ Fibre Optic Cabling
- ✓ Wireless Technology
- ✓ Accredited Installers for Top Manufacturers



Large enough
to deliver, small
enough to care



RETAIL SERVICES

More than any other business, the retail and hospitality industry is under exceptional pressure to adopt new IT systems in order to increase profitability. In turn, it is paramount that the deployment of these systems on site remains invisible to customers who expect the highest standards of service.

EIT prides itself that it works in a flexible way to suit retailers - working around peak times in order to cause as little disruption as possible to customers, delivering results on time and on budget. We respond quickly to issues and can provide training to staff, to ensure they can use newly installed systems, which means they can concentrate on giving a great experience to customers.

You will see the same EIT team working for you again and again, building good relationships, which mean we become an extension of your team and understand the issues that you face. EIT has a number of customers who have been with us for over a decade, because of this personal level of service.

Whether your requirement is a nationwide fit-out or moving premises, EIT has the multi-disciplined skills to complete your installation project successfully across Europe.



EIT offers a single source for the supply and support of all your networking needs



We are able to accommodate the following typical retail services

- ✓ EPOS Upgrades and Rollouts
- ✓ WiFi Networks and hotspots
- ✓ POS System installs, upgrades and hardware refresh, including Chip & PIN
- ✓ P2PE Certified installers
- ✓ PCI DSS Solutions
- ✓ CCTV / Access control
- ✓ Store cabling and new store openings
- ✓ Audio Visual and Digital Signage
- ✓ IP Networks (WAN / LANS)
- ✓ Cabling for offices and building re-locations
- ✓ Attendance and timing systems for staff clocking on/off

We are
P2PE Certified
installers



PROFESSIONAL SERVICES

1. Understanding Client Needs

We begin every project by gathering the full requirements of the client to ensure essential customer needs are met. Getting this right from the offset ensures expectations are met and mitigates the chance of changes during the project, which can prove costly if they deviate from the original brief.

2. Planning

The most important aspect of the project is in the initial detail. We create clear guidelines and project briefs that ensure all stakeholders are made aware of the deliverables and expectations of all parties. We make the effort at the start to provide clarity and reassurance during the live project.

3. Clear Communication

Communication for us, is multi-dimensional. We are clear with our internal teams on our expectations of them, and we are clear with you, our client on what you should expect from us and when. In short, continual updates and reports on the status of our deliverables are shared at each key milestone to ensure that you feel just as in control of your project, as we do.

4. Managing Change

There may be required amendments to your project as we progress through the delivery. Due to the quality of the discovery phase at the start of the project planning we will have anticipated any potential changes and as such have routines or amendments in place to deal with any required changes. Often change can come in the form of people management rather than system issues; we find it is as much about managing the people with clear communication, as it is about ensuring the product is fit for purpose.

5. Evaluation

Once the project is complete we don't just leave the site, we revert back to the original scope and check with all stakeholders to ensure the product delivered is as expected. We also review our performance with internal teams to remind ourselves what went well or what could be improved next time. We are constantly reviewing and evolving to ensure we deliver our best service every time.

“ **Outsourced Project Services -
Our people, your office!** ”

Key Features

- ✓ Manage end-to-end customer requirements
- ✓ Mitigate any risks in project delivery
- ✓ Provide clear and detailed reports on project progress
- ✓ Professional communication amongst all parties



Strength in Partnership

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Blue Scorpion
network + security solutions
partner with EIT

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