



# TELECOMS AND TECH FOR TAXI FIRMS



[www.ybcommunications.co.uk](http://www.ybcommunications.co.uk)

YB Communications are the largest specialist in telecoms and technology for taxi firms in the UK



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# ABOUT US

We live and breathe taxi companies 24/7.

We're the largest specialist provider of telecoms and technology for taxi firms in the UK. Our experienced team stop at nothing to make sure that you, your customers and your drivers get reliable service from the best office and mobile telecoms and best IT solutions, all at the very best prices.

YB Communications are approved partners of some of the biggest names in the business, including Gamma, Voiceflex, Virgin Media and Talk Talk Business, plus we're authorised EE and O2 stockists. Our team has experience of multiple dispatch systems including

iCabbi and Cordic, as well as being approved partners of Autocab and Infocabs.

YB Communications offer a true one-stop-shop for your telecoms and technology needs with products and services ranging from mobile data and voice through to fixed lines, freephones, SIP Trunking, ADSL, Fibre and Leased Line broadband and Leased PC systems.





## POWERING DISPATCH

Few things are more important to modern taxi firms than telecoms and technology. It connects your customers, your call centre staff, your dispatch systems and your drivers.



# A ONE STOP SHOP

If you're fed-up dealing with one company for your office phones, one for your mobile connections and another for your IT, then look no further. YB Communications can offer a complete one-stop-shop for our customers. Plus because we're approved partners of the major dispatch software companies, we understand what you need to make your systems work.

## The best value

Because we're specialist providers to taxi operators, we can concentrate on locating and providing the best value solutions to our customers.

## Service

At YB Communications we believe that nothing is more important than our customers. It's why we go 'above and beyond' to make sure you're always up and running.



## WHATEVER YOU NEED

With over 35 years experience, we've learned that no two taxi companies are alike, so we can tailor our solutions to how you work. Need to be able to answer calls from multiple locations? No problem. Need to be able to record inbound calls? We can set it up for you. Just tell us what you need and we'll do our very best to make it happen.



## Office Telecoms

Whether it's traditional fixed lines, or 'Voice over IP' SIP trunks to make the most of your internet connection, YB Communications can offer it all.



## Mobile Telecoms

From data SIM cards with capped plans to help you control driver spend, to voice plans and the latest devices tested specifically for use by taxi firms, YB has the right mobile solution for your business.



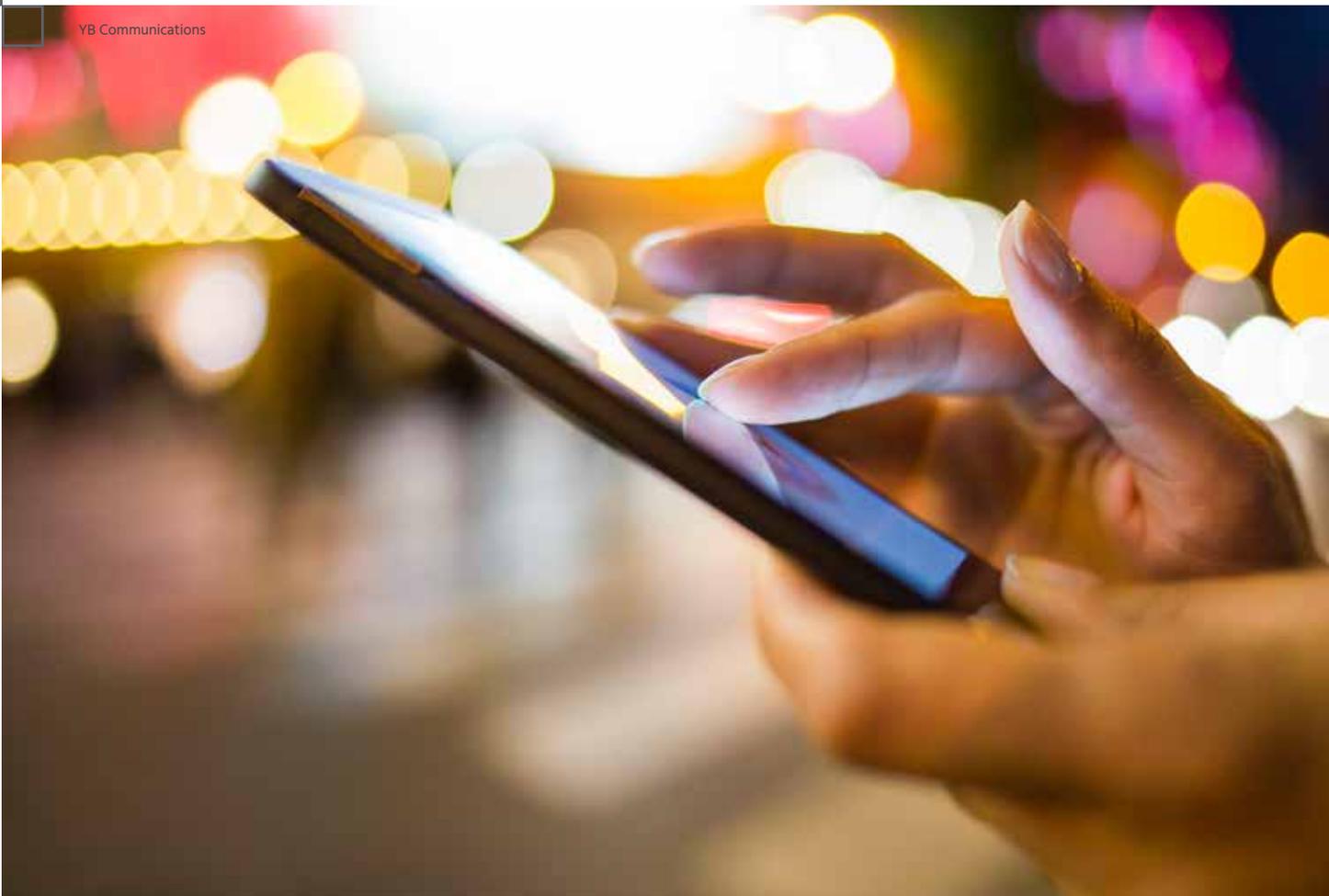
## IT

From superfast broadband solutions to suit every business, through to complete PC systems from one, to hundreds of machines, YB Communications has the IT to power your business.



## Maintenance and Support

Based in the UK, our dedicated support team are trained in supporting taxi operators running a range of technologies and dispatch systems - we're here to help you.



# KEEPING MOBILE

## m2m & Data Only Sims

M2M SIMs look exactly the same as normal SIMs but are designed specifically for applications where a device needs to communicate directly with another device (or Machine to Machine).

Available with private APNs, our M2M SIMs can be set up to your specific requirements.

## Tariffs that let you keep on talking

At YB Communications we have price plans to suit every budget and with connections available from EE, o2 and Vodafone we've got access to the best coverage.

Many of the devices we sell are dual sim enabled - meaning we can provide the best value plans for both data and voice.



# GREAT VALUE DATA

Whatever the network, whatever the device, YB Communications can offer you the Data Only or M2M SIM to meet your needs. Not sure what you need? That's fine, our team will take you through the available options. Our experience means we'll be able to give you advice on typical data usage with a range of dispatch systems.

Our Data Only SIMs are perfect for use with mobile devices that need access to data, but need to be restricted from making calls. We offer a range of capped monthly plans – meaning that there are no nasty surprises at the end of the month:

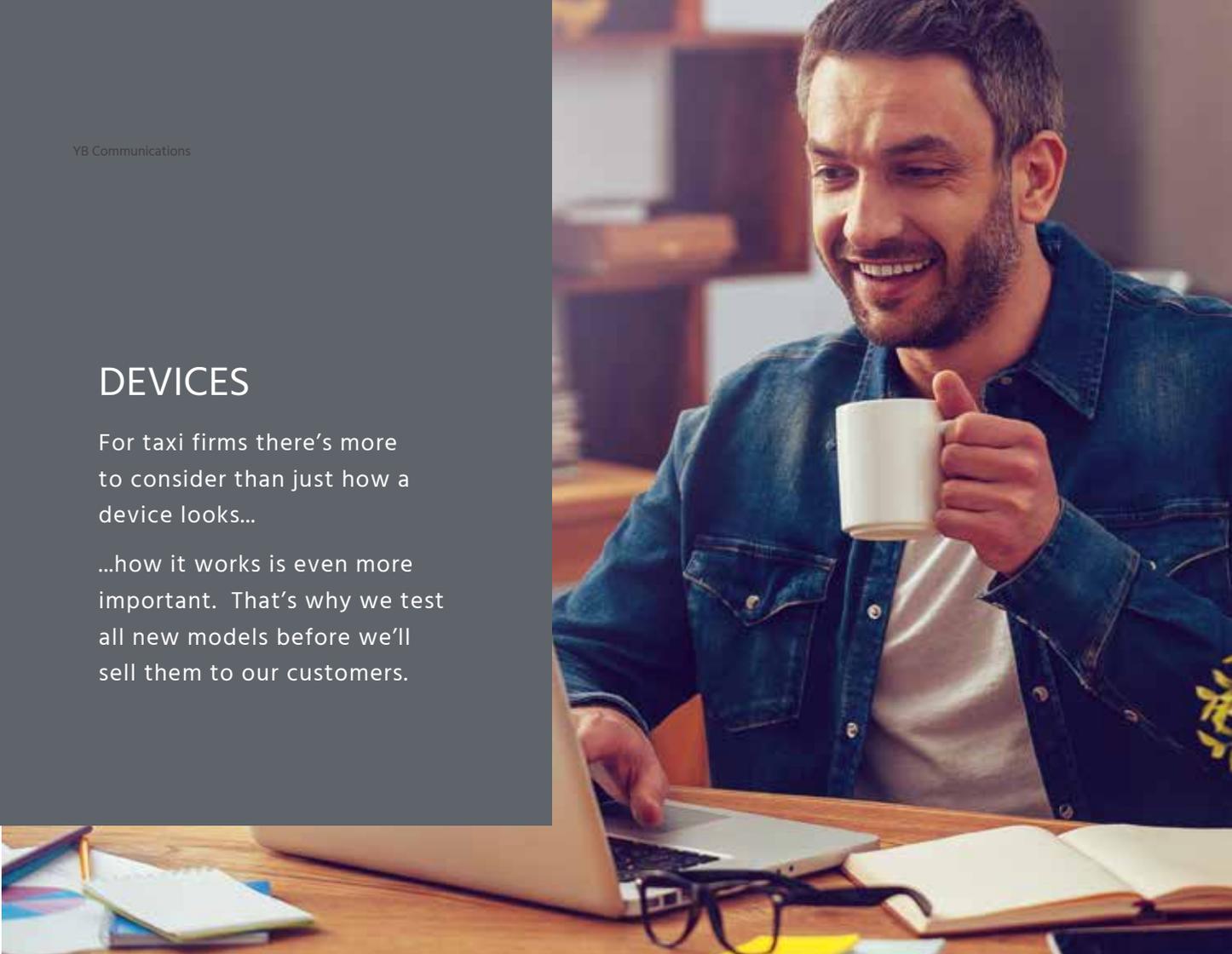
Bandwidth per month	Cost per SIM card per month plus VAT	Typically suitable for
100 Megabytes	£1.99	Autocab Standard, Cordic, Auriga, Infocabs
250 Megabytes	£2.49	Autocab Driver Companion, Cordic
500 Megabytes	£3.49	iCabbi, data hungry apps (such as Google Maps), or data hungry devices.
1 Gigabyte	Call 0845 862 1420	Data hungry apps (such as Google Maps) or data hungry devices
2 Gigabytes	Call 0845 862 1420	Data hungry apps (such as Google Maps) or data hungry devices

Note: 'Typical use' assumes that the handset is running 'mobilock' and that only apps relating to dispatch system will be used. Use will vary depending on your configuration, driver hours using the device, and other variables. The above table is for guidance only.

## DEVICES

For taxi firms there's more to consider than just how a device looks...

...how it works is even more important. That's why we test all new models before we'll sell them to our customers.



# THE BEST ADVICE...

Giving the best advice always starts with one thing, a simple conversation. We'll spend time talking with you to understand your set-up, the way you operate your business and your plans for the future.

Because we're completely independent and because we take the time to really listen to your needs, we'll make sure we offer you devices that will work best with your dispatch system and your drivers.



# ...THE RIGHT DEVICE

Getting the right devices for your fleet can be really tough. Because we're specialist suppliers to the taxi industry we understand that the perfect device is more than just the latest looks or the biggest screen.

You need strong GPS performance, coupled to a robust and reliable phone. We test devices so we can ensure that they don't use excessive amounts of data. We'll even install the latest updates on the phones, and lock them to only use the apps you want.

All of our devices come with standard manufacturers warranty, which in some cases includes a free screen replacement in the first year - should the screen get broken in normal use.



## THE SPEED YOU NEED

With YB Communications all businesses are able to access superfast broadband, wherever they are.



# GO SUPERFAST

Our BT beating broadband offering starts with business ADSL and Fibre, offering download speeds as high as 80Mbps. If you can't get ADSL or Fibre in your area YB Communications can offer EFM or Leased Line solutions.

## EFM

EFM simply stands for 'Ethernet First Mile'. It's essentially a way of using existing BT copper cables to deliver a high-speed 'uncontended' solution to business users.

Comparable with ADSL and Fibre broadband solutions in terms of cost EFM can guarantee you a fixed bandwidth up to 35 Mbps so you're safe in the knowledge that your internet connection will be available for you to use at peak hours.

You'll need EFM if:

- You are in an area that isn't covered by other high-speed broadband solutions
- If you have a need for 'uncontended' dedicated bandwidth
- If you need guaranteed support service levels



## LEASED LINES

Leased lines – are also known as EOF (Ethernet over Fibre). Leased lines are available in speeds as high as 1 Gbps and are the premium solution for internet access in the UK.

Leased lines offer high availability, are uncontended (meaning you have access to all the bandwidth) and offer incredibly high upload speeds to match the download speed.

YB Communications leased lines are amongst the best value solutions in the UK. Plus we'll give you impartial advice on what's right for your needs. We'll never oversell. We'll recommend the right bandwidth solution for your business.

You'll need a leased line if:

- You're in an area that isn't served by other high-speed services
- If you have requirements for very high speed/high bandwidth connections
- If you have a requirement for very high speed connections that are 'uncontended' – meaning you have access to all available bandwidth
- If you need guaranteed support service levels

	ADSL	Fibre	EFM	Leased Line
Max download	up to 20 Mbps	up to 80 Mbps	2 to 35 Mbps*	10Mbps to 10Gbps
Max upload	1.3 Mbps	20 Mbps	2 to 35 Mbps*	10Mbps to 10Gbps
Contention	Contended	Contended	Uncontended	Uncontended
Installation	7-10 days	7-10 days	Up to 45 days	60-90 days
Suitable for	Small businesses	Medium businesses	Small to medium businesses not in a fibre enabled area	Large businesses

\*Typical speeds available - others available subject to site survey/costs. Note that ADSL is not suitable for SIP trunking, either as a primary or backup service in most cases.

# IT'S EASY PC

With PC systems from starting as little as £5 a week, it's never been easier to get a new PC. Whether you're starting a new business, or need to upgrade your old equipment, leasing brand new PCs from YB Communications is an ideal solution.

We take the hassle out of buying computers. With over 35 years in the business, our PC team will work with you to understand your requirements and get you the right machines for the job - and we'll even install them for you. Easy.

Our systems start from as little as £5 per week per computer. Example costs:

Example price based on a 2 PC system - price per machine excluding VAT

Processor	Intel Core i3
Memory (RAM)	4GB DDR3
Hard disk size	500GB HDD
Monitor	21.5 inches
Operating System	Microsoft Windows 7 Professional
Installation	£500 included in lease costs
24 Month Contract	£6 per week excluding VAT
36 Month Contract	£5 per week excluding VAT

Example price based on a 6 PC system - price per machine excluding VAT

Processor	Intel Core i3
Memory (RAM)	4GB DDR3
Hard disk size	500GB HDD
Monitor	21.5 inches
Operating System	Microsoft Windows 7 Professional
Installation	£1000 included in lease costs
24 Month Contract	£6 per week excluding VAT
36 Month Contract	£5 per week excluding VAT

## It's better to lease

Leased PCs are 100% tax relief eligible - meaning your lease payments can be deducted from your taxable profits.



# NO WORRIES

All of our products have standard manufacturers hardware warranty plus telephone and remote software support as standard and access to our Support Helpdesk. The warranty includes parts and labour costs plus there is no cost to our customers for us to collect and return the machine. This provides our lease customers with cost certainty throughout the lease period and prevents any unwanted expenditure on computer repairs

From just £2.30 per machine, per week, YB delivers complete 'No worries' support - with online and telephone support as standard, plus free of charge call out to diagnose and fix any

## No hassle

If you have a problem - pick up the phone. Easy!

## No hidden charges

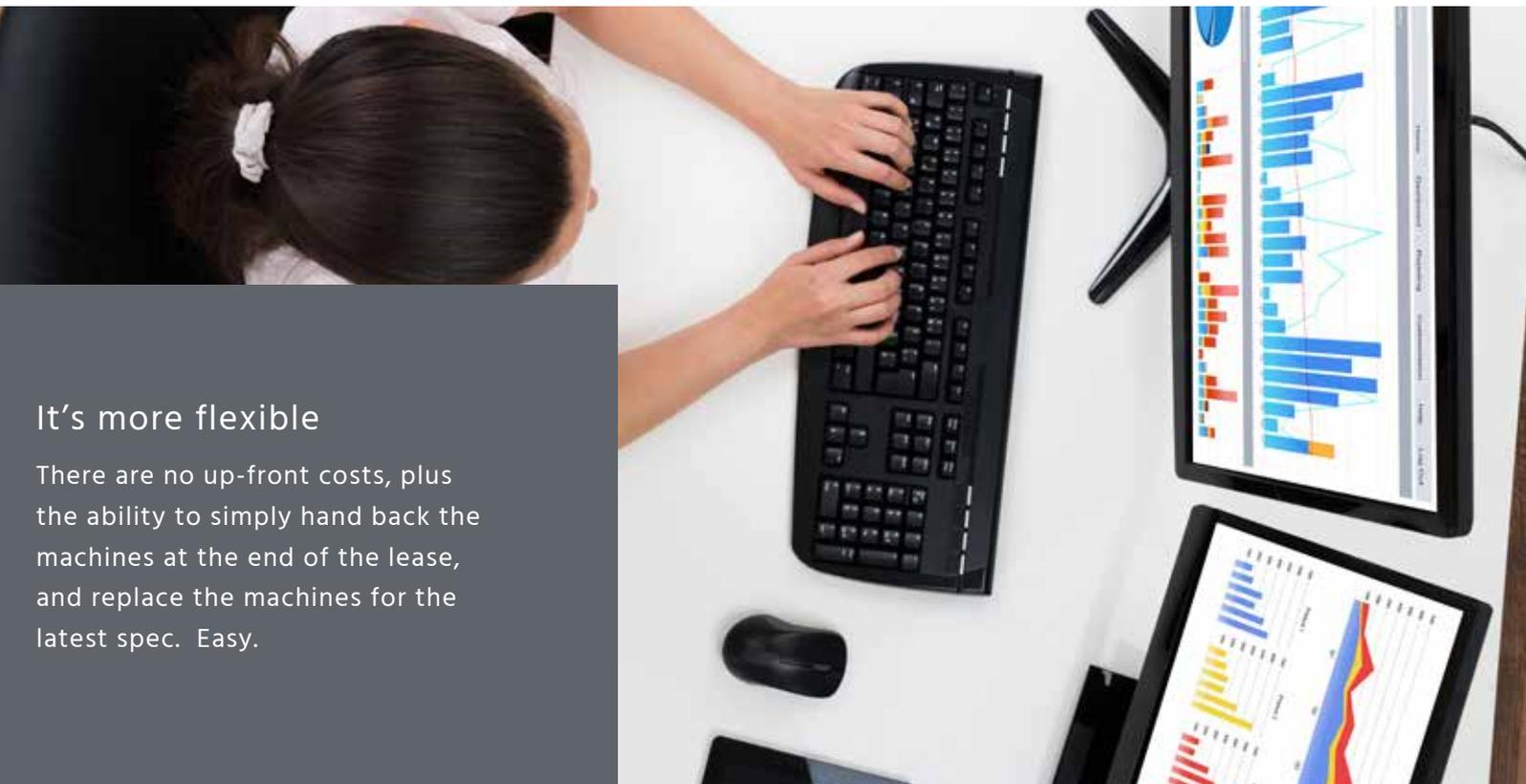
Take out our complete 'No worries' package with insurance and all your costs are covered.

## No worries

You can rest easy knowing that YB Communications have your back.

## It's more flexible

There are no up-front costs, plus the ability to simply hand back the machines at the end of the lease, and replace the machines for the latest spec. Easy.



## FIXED LINES

Traditional fixed lines may seem like 'old' technology, but they still account for the majority of business that modern taxi firms take.



# 50% CHEAPER CALLS

Keep the same numbers - but save up to 50% on your bills compared with BT - that's the YB Communications promise.

At YB Communications we're so confident we can save you money off your existing BT bill that we'll perform a review of your bill completely free of charge.

In our experience our customers save up to 50% compared with their BT bills. They don't just get lower prices, our customers receive a better service, with a commitment from us to work with you to keep you on the most cost-effective price plans.

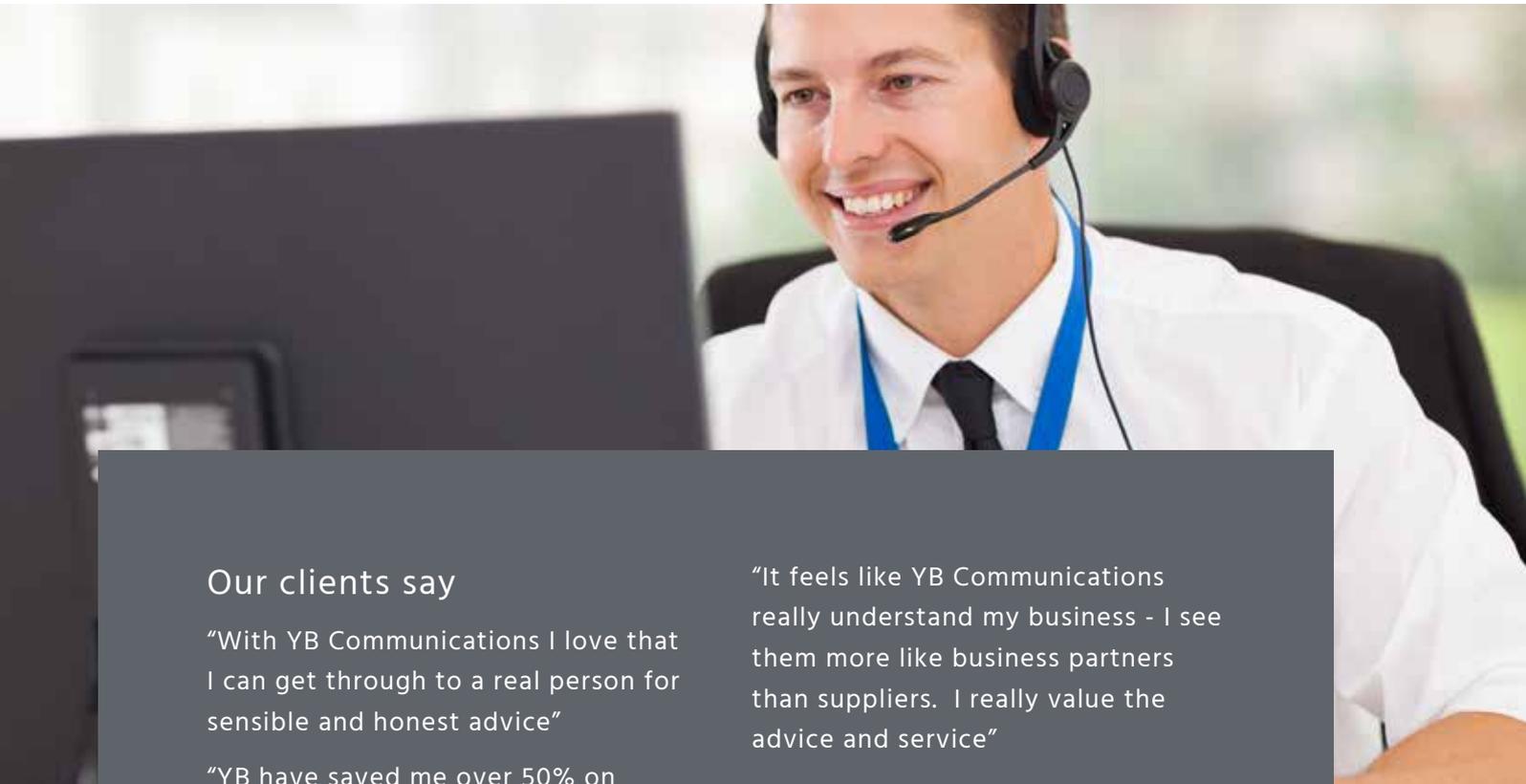


# FREEPHONES

Taxi Freephones are great for customers and great for Taxi companies. In spite of the rise in mobile phone usage Taxi Freephones in the right location can still be huge revenue generators for taxi firms. In premium locations Taxi Freephones are still a vital link to taxi firms for many customers and some of our Freephones get up to 300 calls per day. They maybe great revenue generators, but why pay more than you need to?

In our experience YB Communications typically save up to 45% off the cost of BT Taxi Freephones. We can deliver at least the same level of service - but for nearly half the price. Plus we'll make moving to YB Communications easy - we'll handle everything for you.

We're so confident that we can save you money, we'll even perform a review of your current bill for free.



## Our clients say

"With YB Communications I love that I can get through to a real person for sensible and honest advice"

"YB have saved me over 50% on my telecoms costs - amazing"

"It feels like YB Communications really understand my business - I see them more like business partners than suppliers. I really value the advice and service"



# SUPERCHARGE YOUR PBX

You may have heard of SIP Trunking, you may even have been told you need it. But what is it? And why should you get it?

First off – if you don't have a PBX (phone system) SIP trunking isn't for you, and even if you do have a PBX – it must be one that supports SIP Trunking.

In simple terms SIP Trunking allows your phone system to use an internet connection rather than multiple landlines to access the wider telecommunications network. SIP Trunking sits between your PBX and the network providers (such as BT, Vodafone, EE, etc) – and enables your PBX to calls on your internet connection to be routed onto the networks.

If your business operates numerous landlines, then the advantage of using internet connectivity and SIP Trunking can be significant.

You'll need SIP Trunking if:

- You have a PBX system that supports SIP
- You're looking to lower telephony costs and use your internet connection to replace traditional phone lines

For jargon free advice on SIP, talk to the YB Communications team.



## Check your PBX



Check - does your PBX support SIP out of the box? If not - you'll need to consider purchasing a new PBX.

## Calculate your need



Work out how many SIP trunks you'll need. YB Communications can help you calculate how many SIP lines you need so you're not overpaying.

## Bandwidth!



Consider how much bandwidth you'll need for your SIP trunks, your internet access and a back-up. When using SIP - bandwidth is vital.

# TALK TO US

Whether you've been in the taxi business for 30 years, or are new to the industry, we can help you get the most from your communications and IT. We believe in delivering great value solutions that deliver results for our clients - and we're happy to give client references so you can hear what our clients think directly. For more information call sales on 0845 862 1420 or email [sales@ybcommunications.co.uk](mailto:sales@ybcommunications.co.uk)



## OFFICE TELECOMS

YB Communications can save you 50% compared to BT.



## IT

From superfast broadband to complete PC systems from as little as £5 per week



## MOBILE TELECOMS

Data SIM cards from £1.99 per month - and mobile devices tested for use by taxi firms



## TOTAL SUPPORT

We'll support you every step of the way - with a dedicated call centre and friendly staff

## SPECIALISTS

Remember YB Communications are the UK's largest specialist providers to the taxi industry





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