



Hilco Appraisal Limited is a full-service appraiser of business assets. They provide “front-end” appraisals on all classes of assets, on-going valuation updates and a variety of ancillary services including asset disposal. Hilco Appraisal Limited serve corporations, lenders and insolvency practitioners.

## CHALLENGE

Hilco Appraisal Limited were looking for a new mobile communications partner that could deliver a range of network solutions and provide more visibility and control of their mobile device estate. With a business so reliant on mobile communications, speed of response was a key requirement, coupled with a partner that could reduce the amount of time spent on administration and tracking costs. Hilco Appraisal Limited were already using O2 and were happy with the network performance, so wanted to remain with O2 in their London office. However, they also had some users in Leeds who wanted to remain on the Vodafone network due to O2 coverage issues in their area.

## SOLUTION

As an independent, approved reseller of all the UK networks, Radius Connect were able to provide a service on multiple networks for different users ensuring that everyone benefited from the best coverage available in their area. Radius Connect’s unique approach delivers consolidated reporting of assets, tech funds and costs, across multiple networks, removing the need for management of multiple suppliers and complex supply chains. In order to help Hilco Appraisal Limited track and manage costs with true visibility of their mobile usage and spend, Radius Connect provide consolidated monthly service reports.

## RESULTS

The monthly service reports break down usage and spend by user and destination, with detailed 6-month trend reporting. This reporting pack enables Hilco Appraisal Limited to review their mobile costs at a glance without having to interrogate large amounts of itemised call data. Understanding that Hilco Appraisal’s mobile devices are business critical, Radius Connect deliver replacement or new devices on the same day in London.

“**Radius Connect are able to deliver a ‘high touch’ level of support on the networks of our choice. Being local to us in the City of London, means that we get delivery of new devices same day, often within the hour and my regular quarterly review meetings with them provide me with a clear snapshot of our mobile account, without me having to spend time ploughing through monthly mobile bills.**”

– MARTIN TAYLOR, EUROPEAN HEAD OF FINANCE,  
HILCO APPRAISAL LIMITED

## CONTACT

To find out how we can help your business call us on  
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