

## CASE STUDY

*How Lansdell Partners Ltd. switched to Citycom Managed Services, kept their Vodafone network, and still lowered their mobile costs by 30%*



Lansdell Partners, Ltd.

### **LANSDELL PARTNERS LTD**

***"International Financial Management"***

Lansdell Partners, Ltd. was growing and needed more phone lines. They soon discovered they were struggling with their standard out-of-the box mobile communication solution. They needed a plan which was as unique and distinct as their own clients. So they turned to Citycom.

# MEET LANSDELL PARTNERS, LTD.

Lansdell Partners offer comprehensive services for corporate and private clients. Based in London, they service their clients needs and offer a seamless level of support and expertise whenever and wherever it is needed.



Lansdell Partners, Ltd.

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## COMPANY OVERVIEW

- Mayfair, London, UK
- Founded 2014

*“Getting anything done at Vodafone was time-consuming.”*

CHRIS CONSTANTINOU, DIRECTOR

## THE PROBLEM

Lansdell Partners, Ltd. commenced operations in 2014 and quickly began adding mobile lines directly through Vodafone. But Lansdell was a new firm, and new firms experience continuous organizational changes. While Vodafone was a superior choice of provider, there were problems early on in the relationship.

These problems began to impact Lansdell’s bottom line as mobile costs began to spiral out of control and team members were struggling with connectivity.

Vodafone is a large company, with Account Managers assigned to each client. But Lansdell has a unique business with unique international clients. They needed a mobile communication solution that was customised to the way they did business. Citycom had a solution.

## THE SOLUTION

According to Lansdell, Citycom's approach was different from other companies. "They weren't typical from what you expect these days from other companies. They looked at what we had. They looked at what we wanted. They actually studied our account. It was a very realistic approach."

Citycom signed Lansdell on as a client and kept them on the Vodafone network. Their mobile spend immediately dropped 30% and service changes are now handled in minutes, not weeks like with Vodafone. Every 90 days a Citycom Account Manager conducts a comprehensive review of Lansdell's account. This keeps costs low and service quality high.

"Citycom is one of the trusted few on the inside at Vodafone. They know the business so well they actually deliver on their promises."

*"Citycom is one of the 'trusted few' on the inside at Vodafone."*

CHRIS CONSTANTINOU, DIRECTOR



## MANAGEMENT

- 1) Improved Cost Controls
- 2) 30% Reduction in Mobile Roaming Charges
- 3) Managed Services and Unparalleled Support

## TEAM MEMBERS

- 1) Seamless connectivity regardless of country
- 2) Device repairs or upgrades are immediate
- 3) Fast support turn-around when issues arise

## THE RESULTS

- + 30% reduction in mobile spend
- + Improved cost controls
- + Managed services and unparalleled support



**30% Cost Savings on Mobile**  
*and a Citycom Managed Service Plan that's flexible and helps them grow their company.*



#### **ABOUT US**

Citycom is a complete communications provider. We integrate the web with fixed line and mobile solutions. Headquartered in the heart of London, we have a global reach as do many of our customers. We offer a suite of products and services which we personalise to the evolving needs of businesses based in Central London.

#### **CONTACT INFORMATION**

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