

# CASE STUDY

## Pivotal Services Limited Wellington



**Marketing Communications and Digital Print Company Pivotal Services Limited offers their customers a complete range of print, production and marketing services solutions, including on-site digital print and design through to online tools, brand development and marketing communications strategies.**

With more than 300 external supplier relationships, 22 staff and a large client base, Pivotal needs to have a flexible yet reliable office infrastructure to effectively facilitate internal and external relationships and deliver their services on time.

“Having a digital print business means we need to be able to send and receive large files – containing high resolution images – very quickly. Fast upload and download times are crucial,” says Graeme Clemett, Managing Director of Pivotal Services Limited.

“The headache we initially came across when trying to get our office connected to the Internet was that none of the providers we spoke to could give us a broadband connection.

“We were told that our offices were too far from the exchange, and no providers had any solutions to offer us – apart from dial-up – which simply wasn’t an option, because it was slow and tied up our phone lines.

“However, when we contacted nzwireless, their first question to us was ‘can you see Matiu/Somes Island from your office?’ We said yes, and a few days later they had installed our system. It was as easy as that.

“We now have a wireless office, which gives us greater freedom and flexibility. Our phone lines are no longer tied up and we have internal roaming, allowing staff to work from any point in the office. Many of our staff also access the network externally, so that they can work from home if they wish.

“The network provides us with the ability to back up our data overnight and automated archiving and we are very impressed that nzwireless are capable of being a single provider for all of our telecommunications needs for such a competitive price.

“The best thing about working with nzwireless is that they are very forward-thinking and proactive as a service provider. They often approach us with the latest advances in technology to improve our telecommunications and increase our capabilities.

“nzwireless has provided our Internet connection for over three years, and during that time we have moved to four different premises. They have set up our network each time, providing personal and prompt service in a professional manner.

“We couldn’t have asked for anything better.”

Contact nzwireless at 0800 699473, email [better@nzwireless.co.nz](mailto:better@nzwireless.co.nz) or visit [www.nzwireless.co.nz](http://www.nzwireless.co.nz)

### What they say



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“We revel in the flexibility that wireless Internet connection provides our business and the fact that nzwireless are capable of being a single provider for all of our telecommunications needs.”

**Graeme Clemett,  
Managing Director  
Pivotal Services Limited.**