



TRBOCALL's Service Wrap and Pricing Makes the Grade for Ashfold School

Ashfold School approached Eemits to deliver a digital two-way radio solution at their 30-acre site in Buckinghamshire to improve coverage, remove channel interference, and provide them with a service that could fit their budget and still offer expert maintenance support and aftersales care.

THE CHALLENGE

Ashfold School is a private prep boarding school located in Aylsebury – the county town of Buckinghamshire.

Set within 30-acres of stunning grounds, and boasting outstanding facilities, the school had been using licence-free radios in and outside of the classroom but were experiencing poor coverage, channel interference, and handsets that had to be frequently replaced.

With the lack of coverage and cost of replacing handsets beginning a source of frustration, the challenge was to implement a solution that would give them the right hardware, grounds-wide coverage, dedicated channels, and a service that could be affordable over a long period of time and provide expert maintenance support and aftersales care.



PRODUCTIVITY
up



EFFICIENCY
raised



SAFETY
increased

THE SOLUTION

We installed our ultra-smart digital two-way radio solution - TRBOCALL – a modular platform comprising the following:

INFRASTRUCTURE

Ashfold School chose Direct Mode



What is Direct Mode?

Direct Mode offers voice, data, text and applications support, with the ability to connect up to 200 radio users who are in range of each other.

The Benefits:

Ashfold school needed a simple solution in place that would give them basic voice and data capabilities across their grounds.

With Direct Mode all radio users could stay connected across their grounds, without the need to implement a complex infrastructure network, saving them time and money in the process.

Having this back-to-back radio system in place allows their teachers to keep students safe and productive when they go to and from class, allows their maintenance staff to communicate seamlessly when carrying out jobs that keep premises safe and secure, and allows their IT engineers to monitor hardware and ensure conversations are always as discreet as possible.



THE SOLUTION

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HARDWARE

Ashfold School chose:

The Motorola Solutions DP1400
radio device



The Benefits:

Ashfold School chose the Motorola Solutions DP1400 device for use across the grounds.

The Motorola Solutions DP1400 was the ideal solution for the school as it's an entry level licenced radio that comes with outstanding coverage and excellent audio quality for a device in its price range.

Using a licenced radio was a big deal for the school as it made sure they had their own dedicated frequency and channels that could only be accessed by authorised end users – so channel interference would be a thing of the past, and conversations could stay discreet.

With much greater output power than what they were using before, the DP1400 devices allow their teachers to stay connected during class, and at sporting events that take place in the school's very own forest – with medical staff strategically placed if any accidents or injuries occurred.

Maintenance staff, IT staff are also prominent users of the radio devices as a large amount of land needs to be maintained and nearly 260 students need to be kept safe at all times.

Parents also use the radios during times where the school hosts events, such as Bonfire Night, and parents get involved in the organisation and running of events. The radios come in handy and help to improve and maintain high levels of parent engagement.

The rugged design of the radio is ideal for their surroundings, which include multi-storey buildings, underground facilities, multiple playing fields, and a private forest for other outdoor activities.

The school opted to have up to 16 dedicated channels, with teams across the school able to talk privately and securely without everyone having to speak on the same channel.

THE SOLUTION

We installed Eemits ultra-smart digital two-way radio solution - TRBOCALL – a modular platform comprising the following:



SERVICE WRAP

Ashfold School chose:

A 60-month Managed Service, comprising of:

60-month support & aftersales care

Long-term radio hire, including testing and programming

Eemits business hours preventative maintenance

Annual maintenance visit

Motorola 5-year Enhanced Warranty Repair & Accidental Damage

No price change guarantee during the contract period

Management of Ofcom licence

All packaged together as an ultra-smart solution that's affordable for Ashfold School over 60-months.



The Benefits:

Our Service Wrap offering was one of the key selling points for why Ashfold School decided to choose us as their two-way radio partner of choice.

Like most schools, Ashfold had a set budget that could be used to improve grounds-wide two-way communication. That's why we offer a 60-month Managed Service that allows them to spread the cost of payments, with no hidden costs or price hikes during their contract.

60-month support & aftersales care

Ashfold School benefits from continued support and care, including Ofcom licence management over the course of their 60-month contract – with no price changes during this period.

Eemits business hours preventative maintenance

To ensure they're always in safe hands, we offer maintenance support during business hours, so if any issues arise the school knows it can rely on us for dedicated advice and support.

Annual Maintenance Visit

As part of our Service Wrap, Ashfold School benefit from an annual maintenance visit where we make sure everything is working as it should be from a coverage and performance perspective.

Motorola 5-year Enhanced Warranty Repair & Accidental Damage

Operating across 30-acres and in plenty of open areas, it was important for Ashfold School to have enhanced repair and accidental damage cover.

If the radios are dropped from a height or need repairing for other reasons, then they have cover under this warranty scheme.

Long-term radio hire

Ashfold School took their radios on a long-term hire basis, allowing us to manage everything from testing to programming and in-house repairs.

THE RESULTS

Ashfold School now has a solution in place that gives them the right coverage across their 30-acre site, dedicated and secure channels for their staff, to communicate on, and expert levels of maintenance support and aftersales care.

"We chose Eemits Communications as they offered expert support and advice when it came to exactly what we needed to ensure we had good coverage and secure two-way conversations."

"The option to spread the cost of payments over a 60-month period and benefit from excellent maintenance support played a big part in why we picked them over other providers."

Eemits innovative modular platform TRBOCALL - a unique combination of hardware, bespoke software applications and digital features - together create an ultra-smart two-way radio system. Combined with unrivalled wide area network coverage, our customers have the flexibility to build their own system with all, or a combination of infrastructure, hardware, software service wrap, features and accessories that suite their individual business needs.

EEMITS CLIENTS BENEFIT FROM:

Productivity
increased by up to

40%

PER SITE

Efficiency
raised by up to

1 hr

PER EMPLOYEE
PER DAY

Safety
increased for

100%

OF YOUR WORKFORCE
VIA DIGITAL RADIO
WHERE EVER THEIR
LOCATION