



IMMEDIATE ASSISTANTS PTY LTD.
ACN 003 231 810 ABN 55 003 231 810
Postal: PO Box 1503 Neutral Bay NSW 2089
Phone: +61 2 9460 2851
Phone: 1300 788 559
Fax: +61 2 9460 2852
Email: info@ias.com.au
Web: www.ias.com.au

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WHY WE CHOSE MOBILIZER....AND WHY YOU SHOULD TOO!!

This is a shamelessly positive endorsement for Mobilizer, freely provided by our company of its own initiative and not in response to the usual "can you write us a nice reference" request from them as so often is the case.

We have had that most rare of experiences in the telecommunications world: a positive, open, honest, informative and wonderfully helpful relationship with a Telco.

True.

Our SME moved premises earlier this year, and as the resident technology savvy guru (and CEO) I very quickly became bewildered with the wide range of (often conflicting) information on phone lines, phone handsets, ISDN versus PSTN choices, VOIP, phone servers and applications. We wanted a simple solution for up to 10 users. And a couple of incoming lines. And a fax line. And an ISP for internet use. And integration with Act!, our chosen Customer Relationship Management Software.

"No biggie!!!!" I hear you cry.

"Way biggie" I can now answer. "Too biggie for most vendors" I would also now add.

After writing our system requirements and briefing our existing supplier (an integrator / Optus reseller) I talked to 6 companies, from hardware vendors to IT Solutions Providers to Commander Systems (our existing hardware) and our Act Consultant. None could provide an end-to-end solution, and our incumbent found a way to almost double our current line rental charges in the process of not providing any hardware at all!!! And were then surprised we wanted to change!!!

Hardware costs ranged from \$12,000 to almost \$30,000.

Line rental/ISP from \$1,200 per month to almost \$2,000 per month.

Then we were recommended Mobilizer.

A wonderful first meeting, cogent information, helpful sales and technical staff, a sensible plan, a GREAT budget and two weeks later..... installation. 2 days ON SITE for installation/configuration to ensure it was right for us. Full documentation. After sales support. Friendly people. An interim ISP solution before ours arrived. Successful negotiation with our soon-to-be ex-supplier. And phones up and running the day our new office opened.

A happy client, happy CFO, happy staff, happy me.

If you're still trying to decide: **STOP**. Save yourself time, money, effort and headaches.

Go Mobilizer.

Ring me and I'll happily back this written reference up 02 9460 2851

Dr. ADRIAN COHEN
CEO
Immediate Assistants