



MT VOICE & DATA

## iBill helps fast track success for new start up

MT Voice and Data offer a wide range of voice and data solutions for small, medium, and enterprise businesses.

MT was founded less than a year ago by co-founder and director Tom Cremore, who has years of experience working in the telecommunications sector.

Leaving their current job roles, Tom and his partner set out to establish their own small business. However, as many are aware, starting up a new company is always challenging, and MT Voice

and Data knew that more than anyone. So, after struggling with various other vendors and contacts, they got in touch with Chess.



Sector

**Telecommunication**



People

**1-5**

Solution

**iBill, Cloud PBX, Data Connections,  
Fibre Connections, Lesed Lines**

## The Business Challenge

Last year, the MT Voice and Data team started their small business, providing voice and data solutions to various companies.

Familiar with key people in the telecoms sector, MT Voice and Data set up meetings with suppliers to see if they could sell their products and services.

After multiple meetings, MT Voice and Data realised that, although they knew many channel suppliers, the criteria for entry was too high to support small start-ups like MT.

Frustrated and searching for a solution, they were recommended Chess by a friend to set up their billing platform.

“It was a great feeling when one of my biggest customers commented on how great the iBill platform was and mentioned how professional and robust it was using the portal.”

*Tom Cremore, Co-Founder, MT Voice and Data*



## The Solution

After various discussions with Chess's partner team, MT signed up for the iBill platform and found out they could sell Chess products and services to their customers. This was a relief for the small business as now they had an entry into the market.

Tom from MT commented on how simple to use the iBill platform was and how easy it was to get in touch with the Chess team if they had any queries.

Tom continued to praise how iBill enabled them to do what they do best. Knowing they had a professional and sophisticated platform for their customers to use while keeping the MT Voice and Data branding on the invoices.

MT's customers provided feedback on the platform, saying how the portal was ideal when viewing their invoices.

## The Outcome

Since partnering with Chess, MT Voice and Data have come from billing nothing to billing consecutively every month. Their customers are impressed with the ease and professionalism of the iBill portal. Since their implementation, MT Voice and Data have been building their brand and clientele day on day.

Co-founder Tom concluded with how impressed with Chess he was and how the growth of MT Voice and Data wouldn't have been possible without Chess' assistance.





Chess is one of the UK's leading independent and trusted technology service providers, employing 260 skilled people across the UK, supporting over 25,000 organisations.

By leveraging world-class technology, Chess helps you to connect your people, protect your data, grow your business, reduce your costs and work better together, which means your business, your people and your customers can thrive. At Chess, we're passionate about our unique culture and our continuous investment in our people to be industry experts.

We're extremely proud that our people voted us No.1 in 'The Sunday Times 100 Best Companies to Work for' list 2018, and we continue to celebrate more than ten years in the top 100.



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