

### Key benefits

- Frontier's profit share model provides a great commission split
- Recognition of customer ownership to build value into the business
- A strong, personal relationship with staff at all levels

### The Company

Based in Bury in Greater Manchester, Leyson Corporate provides a range of fixed and mobile telecoms to business users.

The business is focussed on achieving savings for customers, not just in terms of saving money but on realising savings in time.

Through a simple process of analysing customer bills the company estimates that it typically save customers at least 20% on their first year bill for both fixed and mobile telecommunications services.

Leyson Corporate provides the full portfolio of Frontier Voice and Data's products and services as well as a range of phone systems and a web based GPS vehicle tracking system for fleet management.

This range of services is backed by in-house customer services.

### Why Frontier Voice and Data

Lee Donaldson, owner of Leyson Corporate, said "As a business we took the decision to sign up as a partner with Frontier because of the great commission split we could enjoy, the level of support we were able to experience and the fact that Frontier recognises that the customers are ours."

"The recognition of the value of our customers is a business critical point for us as it means that by bringing customers on board we're actually building the asset value of our own business" added Lee.

Frontier Voice and Data only sells its services through the channel which Leyson Corporate say is an important factor with many other resellers are starting to develop direct sales tactics.

Leyson Corporate also benefit from a dedicated business support manager and access to a range of sales and marketing support.

Lee said "We want the activity of doing business to be as easy as possible and we find that Frontier is easy to work with. The profit share model is simple and flexible, the pricing contains no hidden charges for customers and they provide us with easy access to marketing support. Importantly we've also built a strong relationship with people at all levels of the business from the Directors to provisioning staff – all of whom we know by name and can call directly. "

**Text 'Frontier' to 88886 for more information**



0845 301 4100  
0845 301 4100



sales@fvdata.co.uk



www.fvdata.co.uk

