



## JTC Group Case Study

### Introduction

**A switch to JT's Premier Scheme saved up to 60%.**

JTC Group (JTC) is a multijurisdictional, independent provider of institutional and private client services, with a global client base. Headquartered in Jersey, JTC has over 240 staff in the Channel Islands and a further 210+ worldwide.



**Adam Jeffries,**  
Group Chief Information Officer.

Website  
[www.jtcgroup.com](http://www.jtcgroup.com)



### Business Challenge

Like most businesses, JTC were looking at how they could reduce their costs and processes, without compromising on quality of service. They reviewed their existing telecommunications services to understand their usage. With a global workforce and client base, JTC experiences high volumes of local, national and international landline calls and with continued business growth, costs were naturally increasing.

JTC established that there was a need for a more bespoke and cost effective landline plan.

### JT Solutions

Following a consultation and analysis of JTC's phone usage and spend, the team from JT's Global Enterprise division advised a value for money alternative that could maintain and meet the needs of JTC. It could also be achieved very simply – and quickly.

The JT Premier Scheme is designed to minimise costs for high volume business callers and as such this solution was presented to JTC Group.

Gary Gannon, JT's Account Director who works with local SMEs and international finance businesses like JTC to deliver the very best business communications solutions, said:

“The JT Premier Scheme is totally scalable to each business and for a staff base the size of JTC’s it can deliver real value for money. In JTC’s case, cost savings were around 60% which presented them with a very convincing business case to move their landlines to JT. We’re constantly revising our JT Premier Scheme to make sure our customers continue to get the very best value for money. In parallel another plus point of the premier line is that it offers one less point of failure with quicker dialling through our system, so increasing reliability and speed for the customer.”

## Customer Endorsement

Group Chief Information Officer Adam Jeffries, said:

“The existing relationship we had with JT was predominantly for internet links, leased lines and mobiles. Upon evaluation of the high volume of calls and phone usage we experienced across both our Jersey and Guernsey offices, it quickly became apparent that we would be able to take advantage of the great value call charges that were offered with the JT Premier Scheme. JT’s promise of an immediate alternative offering real value for money, made our decision to move to the JT Premier Scheme an easy one and the quick and efficient implementation really impressed us. Best of all, the move to JT’s landline was done with zero disruption to our staff and their working day.

“JTC have built up a strong relationship with JT and, from our part, it’s very reassuring to have one dedicated person, our Account Director, to go to for assistance and information and we always have a prompt response. The JT team offer the support we need when we need it – so if it’s a case of adding a new number, it’s as simple as calling them and it’s done.”

## Contact details

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