



"THIS IS ABOUT BRINGING THE ADVANTAGES OF HIGH-SPEED, HIGH CAPACITY COMMUNICATIONS AND THEIR POSITIVE IMPACT TO SME'S IN WALES"

One of South Wales' leading IT service providers is bringing the free broadband benefits enjoyed by many home users to business users after it announced the launch of a free business broadband service.

Pisys.net, which is based in Swansea, is providing free broadband access for companies which sign up for an annual support contract. Small companies will, therefore, be able to offset the cost of having a contract which will provide all its IT needs against a free broadband service which provides unlimited downloads and uploads with speeds of up to 8MB, and a free fixed IP address.

The broadband war for home users has been fought for some time now but this is the first time that businesses in Wales have been able to take advantage of such deals.

Director of Pisys.net, Steve Bain, says: "Wales now has good broadband coverage but for too long businesses in Wales have been charged costly fees for access. Recent research shows that SMEs are concerned about their growing communications costs and this is something we hear about daily from our clients. Pisys.net's free broadband service will enable companies to enjoy all the benefits of its very own Microsoft certified IT department through our monthly IT support contract, whilst offsetting the cost with a free high-speed broadband service.

"Of course, this is more than just a grand gesture on our part, the broadband market is moving increasingly towards a focus on managed services in order to sustain interest from SMEs. As an IT support company we are extremely well placed to provide the value-added extras which

most broadband operators can't offer. As well as the usual managed email accounts and business network security features, Pisys.net's clients can expect backup and monitoring services as well as remote access solutions. Pisys.net can support a company's existing IT staff or deliver a fully outsourced IT package."

Last year Wales recorded the second lowest broadband take-up rate in the UK at just 32 per cent. SMEs, the biggest collective employers in Wales, are still failing to take advantage of the high-speed connection. This is despite research conducted in Wales by the eCommerce innovation Centre at Cardiff Business School suggesting that businesses using higher bandwidth services tend to be more advanced in their use of eCommerce and have a greater propensity to leverage their connection in innovative and productive ways than those with a traditional dial-up connection. Of the 144,000 businesses in Wales, 99.9% are SMEs. These businesses are both socially and economically vital to Wales, accounting for 71% of all private sector employment and 63% of business turnover. They are therefore an essential source of employment, innovation, entrepreneurship and growth within the Welsh economy. The enthusiastic adoption of new technologies as a catalyst to creating new ways of doing business and enabling eCommerce is, therefore, considered to be a key driver of economic growth and increased productivity within Wales.

Mr. Bain continued: "This is about bringing the advantages of high-speed, high capacity communications and their positive impact to SMEs in Wales. Once you start using broadband you wonder how you ever managed without it. The technology makes such a huge difference to thousands of SMEs every year. Our broadband offer is a great way for SMEs to focus on controlling costs whilst increasing productivity and efficiency. At Pisys.net we pride ourselves on understanding the true needs of SMEs in Wales, and will happily talk through the benefits of broadband connectivity with any company without any obligation."

Pisys.net specialises in delivering fixed price IT solutions and support to SMEs in South Wales. All its engineers are Microsoft certified and are on call for clients 24 hours a day. For more information about Pisys.net's broadband and IT support service please visit: [www.pisys.net](http://www.pisys.net) or call: 01792 464748

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