



McCormick MacNaughton has been the Caterpillar dealer in Ireland for over 50 years, selling and maintaining earthmoving and construction equipment together with marine, industrial and power generation engines. More recently they have diversified into the Cat Rental store network of plant and tool hire outlets.

Employing 150 employees over 7 locations in Northern Ireland the company is dedicated to providing complete solutions to its customer's requirements.

Which product/service did you buy from Barclay Communications?

We asked Barclay Communications to review our total mobile phone usage. They supplied a detailed analysis of call patterns and usage by scanning our bills through a complex system which created an easy to read report. This report made it clear how we as a company used our phones and from this the account manager from Barclay Communications recommended a tariff with free calls to not only everyone within our company and back to our offices but to anyone on the O2 Network! We were also supplied with a generous hardware credit which we can utilise to purchase equipment which suits each individual's needs and also car kits or satellite navigational and tracking products.

Why did you choose Barclay Communications?

Our contract was due for renewal and William Gibson had been our account manager when he had previously worked for another company supplying mobile phones. Due to the level of service that William had supplied over the past few years and the customer support he could now provide through

Barclay Communications along with the strength of the package being offered, it could only be a win-win situation.

Are you satisfied with the level of customer service?

Not only were we very satisfied with the seamless migration process but we are confident that the level of service and support will be to the desired level throughout the duration of our contract. I have no need to chase mobile phone networks and resolve handset issues that may arise as this is all looked after by Barclay Communications, leaving me to continue our growth with the Caterpillar brand.

How do they compare to companies you have used in the past?

We certainly now have a financially better package saving McCormick MacNaughton in the region of 40% on our annual mobile phone expenditure. I believe this is due to the fact that Barclay Communications are the only "O2 Advance Partner" in Northern Ireland and Scotland which allow them to offer more than their competitors.

Would you recommend Barclay Communications to other businesses?

Without a shadow of doubt!

Business Profile