



Leveraging technology to  
give manufacturers and  
food processors the edge



Our commitment to the manufacturing sector recognises the important role it will play in dragging the UK economy back to health and delivering the jobs needed to rectify the damage of recent years – and few will notice or thank those manufacturers that innovate and grow in challenging times.

Yet the speed of change demands manufacturers leverage technology to improve productivity and increase profitability. Agile, flexible IT will enable closer connection and collaboration with colleagues and clients, whilst reducing security risks. And perhaps even costs.

Whether your business is manufacturing machinery, providing polymers, brewing beer, peeling prawns or baking bread, we understand the challenges you face and provide a complete managed solution from initial advice to supply, implementation and ongoing support.



Our experience will ensure a more precise management of everything from your supply chain and procurement to manufacturing and data intelligence. Hybrid cloud technology can support your infrastructures and your need to automate and optimise processes across your business.

Quiss Technology supports leading manufacturers and food processors with many different aspects of their IT infrastructure, from traditional support to newer solutions, including Microsoft Teams Telephony, Private and Hybrid Cloud deployments, together with a range of effective security measures.



The partnerships we develop with our clients, allows them to focus on driving real value into their businesses, leveraging our expertise and tailored solutions to ensure processes, projects and production lines are optimised with technology providing the answers.

We focus on delivering high quality, cost-effective services and solutions that ensure we are a trusted partner and critical friend to manufacturers looking for more from their investment in technology.





# Total solutions

We provide a complete and comprehensive service that includes, but is not limited to:

## Microsoft Consultancy

We work directly with Microsoft which means we offer best of breed advice around their solutions. If required, we can also access Microsoft consultants directly to rubber stamp the proposed technology solutions.

## Wireless installation and management

Your warehousing and production facilities need seamless wireless technology to enable smooth, disruption-free running. We have the knowledge and expertise of countless deployments into these types of facilities to instil you with confidence that Quiss should be your wireless partner of choice.

## Cloud migration services

*Private to Public – Public to Private – Hybrid deployments*

Cloud in its many guises is at present the main buzzword in the industry. And like everything in technology you can absorb it in many ways, with different cost models and considerations. Quiss has a cloud portfolio that includes, Public, hybrid and on-premises, with each area covering different needs and requirements.

## Microsoft Licensing

This can be a complex and expensive part of your IT budget. We have access to the people who can review your current spend and models, offering advice on how to improve what you currently have. We have significantly reduced the license spend for several clients, by tens of thousands of pounds.

## Cabling Cat 5e and Cat6 fibre

As you grow, your internal infrastructure usually needs to grow as well and this can include the need to re-cable factories, manufacturing sites or in some cases entire estates, all of which we can handle with a range of solutions.

## Helpdesk/Support desk

As businesses expand the need for a helpdesk function for users becomes more of a necessity. As clients get to 100 plus users, they see the benefit of outsourcing their helpdesk requirements to Quiss and we can simply cover 1st line support or provide 2nd and 3rd line support, working with your internal team or if necessary, becoming your fully outsourced partner.

## Hardware supply

*Server – SAN – Desktops*

On-site technology needs to be refreshed on a 3-yearly cycle and Quiss can work with you to manage these cycles, including roll outs, disposal of technology, master imaging of devices in fact a whole life cycle management of your hardware.

## LAN Core and Edge Switches

As with cabling there is a periodic need to replace core and edge switches across your sites and again the purchase, supply, install and maintenance of these technologies is within our portfolio

## Microsoft Teams Telephony install and support

This technology is now a serious alternative to on-premises phone systems. We deploy and manage Teams technology for many clients including those within the food processing sector.

## Security Consultancy

Manufacturers and food processors face a significant risk of cyber-attack, which includes your cloud technology, on-premises solution, ERP, warehousing and production equipment. Quiss and our security partners can support you with an entire security framework that covers all aspects of your business, whatever the threat.



## Technology Cost analysis

Technology can be expensive and making the wrong choice can have significant consequences for the business. At Quiss we offer consultancy around the total cost of ownership of technologies, aligning your requirements to solutions, their functionality and the overall running costs.

**If you need to understand what you might be missing and what benefit a partnership with Quiss will deliver, we will start with a comprehensive audit of your entire IT infrastructure.**

Once we know what we're dealing with and understand your commercial objectives, we can ensure we align your IT infrastructure and strategy with your ambition.

We will advise on what will work best for your business, whether it's hosting in our Private Cloud or combining Public, Private and on-premises resource to deliver the appropriate Hybrid Cloud solution. We're always ready to talk technology, are you?