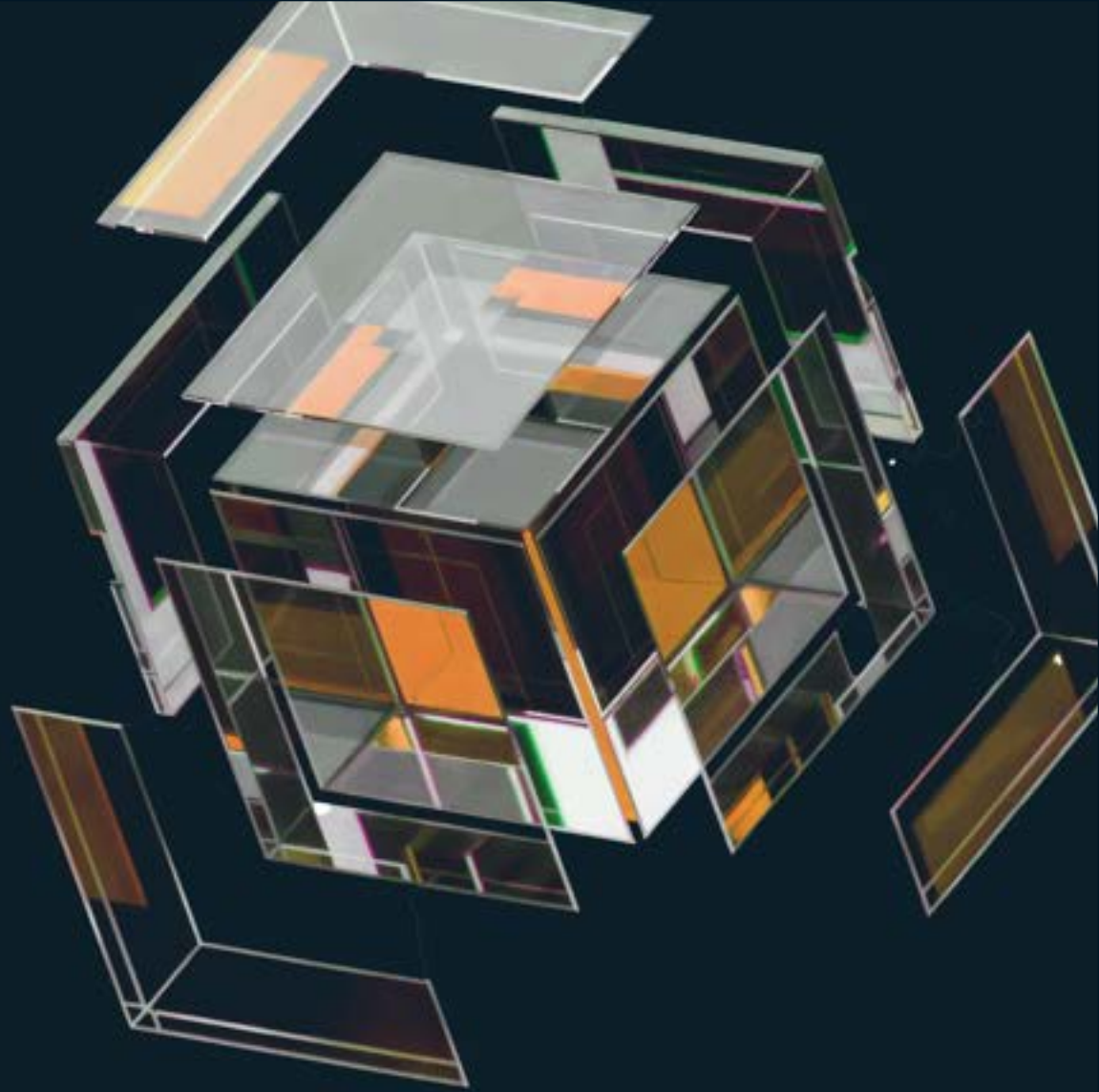




eBook

MAKE COMPLEX IT FEEL SIMPLE.

A practical look at how Kubus brings technology, expertise and services together, so your IT works harder for your organisation.

Less complexity. Better control. More room to move.

Kubus 



Your IT shouldn't be this hard.

**Too many suppliers. Too many contracts.
Too many moving parts. And too little time.**

Technology is supposed to make your organisation more capable. But as environments grow, IT can start doing the opposite.

Different suppliers manage different pieces. Projects need coordinating. Security needs protecting. Infrastructure needs maintaining. New technology needs evaluating. And when something goes wrong, finding out who owns the problem can become a problem in itself.

The result? More complexity for your team - and less time to focus on what your organisation actually needs from technology.

This highlights the scale of the problem: 80% of projects fail each year, with failures potentially leading to rework, missed deadlines and abandoned opportunities.

You don't need more technology for technology's sake. You need technology that is easier to manage, easier to understand and built around the outcomes you need.

That's where Kubus comes in.



One partner. A lot less complexity.

Kubus brings the pieces together, so you don't have to.

Kubus wraps expertise, technology, services and logistics around your organisation. We work with leading technology partners, then bring the right capabilities together around your needs.

Instead of making you stitch together a collection of suppliers, contracts and services, we create a joined-up approach that is designed to make decisions simpler and delivery smoother.

Understand what you need - before recommending what you buy.

Design solutions around your organisation, not around a product catalogue.

Source and supply technology through established vendor partnerships.

Pre-configure, stage and deploy where it makes sense.

Support and manage your environment beyond the initial project.

Bring services together so you have clearer ownership and fewer moving parts.

Our aim is simple: take complexity away from your team and give you more control over your IT.





Whatever your IT challenge, start with the outcome.

Kubus supports organisations across the technology landscape - without forcing everything into the same-shaped box.

AI: explore practical ways to use AI to improve your organisation.

Business continuity: build resilience into the technology your organisation relies on.

Cloud: make cloud work for your operational and organisational needs.

Data centre: modernise and manage the infrastructure behind critical services.

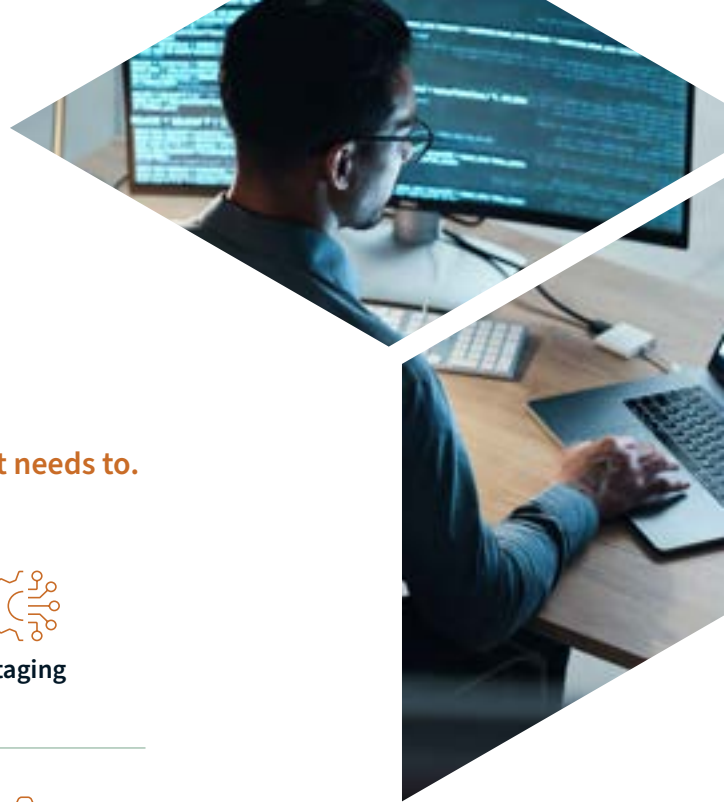
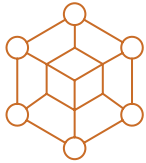
Managed support & services: extend your team with ongoing expertise and support.

Networking & connectivity: create reliable connections across people, places and systems.

Procurement frameworks: make buying technology simpler through established routes.

Security: protect users, infrastructure and environments with joined-up security.

And because Kubus works across sectors including financial services, healthcare, higher education, hospitality, local government, professional services, retail and service providers, we understand that the right answer depends on your organisation - not just your technology.



The bit that makes Kubus different

**Your IT probably involves more suppliers than it needs to.
We bring the right services together.**

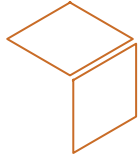
 Cyber Security	 Asset Management	 Staging
 Logistics	 Training	 Cabling
 Finance	 Professional Services	 Project Management
 Advisory Services	 Managed Services	

You may already use several of these. The problem is that they often sit with different providers, each with their own processes, contracts and responsibilities.

Kubus wraps those capabilities around your technology environment. That means you can have a single, clearer management interface, bespoke delivery and a more joined-up approach to your IT.

For your team, that can mean faster decisions, easier management and better control of cost and delivery - while keeping technology aligned with what you are trying to achieve.

In other words: we don't just supply the pieces. We help make the pieces work together.



When complexity gets in the way, we simplify it..

**Real customer challenges are rarely neat.
That's exactly where an ecosystem approach
earns its keep.**

One telecommunications customer had more than 8,000 endpoints and attached network devices, spread across multiple contracts and suppliers. Support had become patchy and the organisation had lost control of its network.

Kubus brought the moving parts together with a complete wrapped network management service, elevated project management and professional services. We also consolidated separate vendor arrangements into a single co-term contract, simplifying billing and management.

The result was a more consistent approach to network performance - with less supplier complexity for the customer to manage.

Another customer needed compute requirements managed within 24 hours - significantly faster than its existing suppliers could deliver. Kubus created a bespoke support model: holding stock of key compute devices and ancillary equipment, combining staging, asset management, supply chain logistics, storage, professional services and ongoing break/fix support.

The customer could get new compute requirements answered, or faulty equipment repaired and returned, within 24 hours - while monitoring and alerting helped identify issues before they became bigger problems.



The right technology. The right expertise. One joined-up approach.

**You don't need every answer to come from one vendor.
You need the right answers to work together.**



A suite of solutions tailored for modern organisations navigating an increasingly digital and hybrid environment.



Secure, scalable infrastructure designed and deployed around your needs.



Storage platforms that support high performance, simplicity, longevity and more efficient data infrastructure.



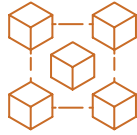
Network security and proactive managed services for users, offices and distributed environments.



Unified cloud-based physical security across video, access control, environmental sensors and alarms.

The point isn't how many partners we have. It's what we can do with the right partners around your organisation.





Different expertise. One connected team

**Technology doesn't exist in neat little boxes.
Your network connects to your infrastructure.
Your infrastructure supports your workplace.**

Your workplace depends on connectivity, collaboration and security. And when all of those things need to work together, having multiple specialists working in isolation can make things unnecessarily complicated.

That's why the Kubus Group brings three complementary businesses together: Kubus, Ten Technology and Ammcom.

Each brings its own expertise, experience and specialist capabilities. Together, we can look at your technology environment more holistically — helping you connect the dots between infrastructure, networking, cybersecurity, managed IT, workplace technology and the physical environments that support them.

Kubus

The technology partner that brings it all together.

Kubus provides the technology expertise, consultancy, infrastructure, networking, cloud, cybersecurity, managed services and ongoing support needed to keep organisations connected and moving forward. From designing and supplying technology to managing and supporting it over the long term, Kubus helps customers simplify complex IT and get more value from their technology investments.



A Kubus Group Company

Making technology work for people and workplaces.

Ten Technology brings specialist expertise in workplace technology, audio visual, collaboration, smart office solutions and workplace analytics.

By combining this capability with Kubus's wider technology and managed services expertise, we can help organisations create workplaces where the technology doesn't just work — it works better for the people using it.



A Kubus Group Company

Building the physical foundations technology depends on.

Ammcom brings specialist expertise in physical infrastructure, including network and electrical environments. This provides the foundations needed to install, upgrade and optimise the technology that keeps organisations connected.

Working alongside Kubus's consultancy, networking, cybersecurity, managed services and support capabilities, Ammcom helps ensure the physical and digital sides of your technology environment work together.

Better together

The real value comes from bringing these capabilities together.

Instead of managing separate specialists and trying to join the dots yourself, the Kubus Group gives you access to a connected team with expertise across the technology environment.

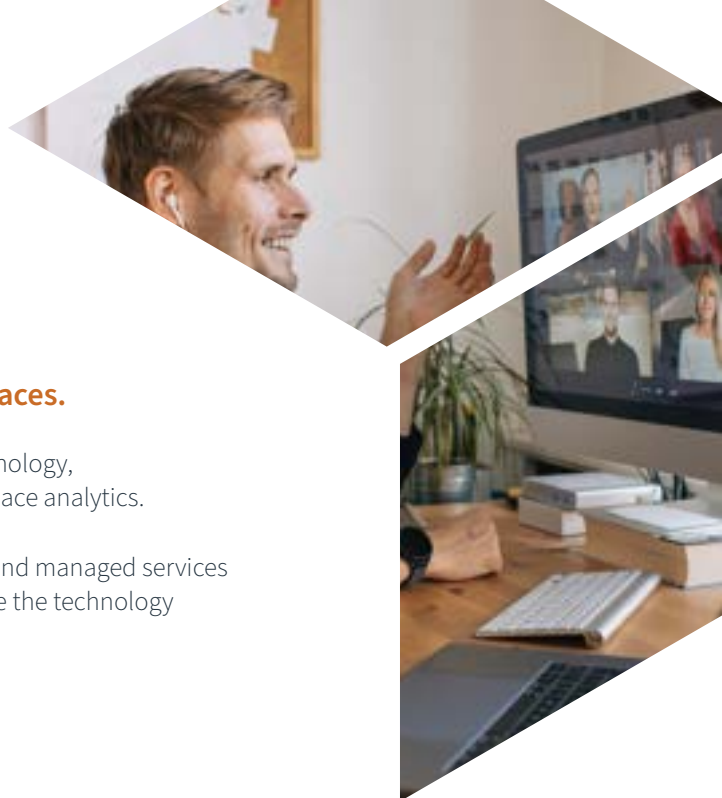
That means fewer gaps between services, better collaboration between specialists and a clearer view of how each part of your technology supports the bigger picture.

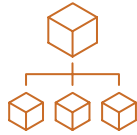
Because ultimately, you don't need three separate technology partners.

You need one joined-up team focused on making your technology work for your organisation.



www.kubus.com





Big enough to deliver. Focused enough to listen.

Experience, scale and customer trust - without losing sight of the people behind the technology.



20+ years
in business



British owned

with a commitment to supporting the British economy.

24/7/365

Managed and support services



800 customers

supported with managed and support services



UK-based logistics

backed by global capabilities

£300m

turnover last year



NPS of 81 a score described as exceptional

But numbers only tell part of the story

Our real job is to make your IT easier to deal with. To give your team confidence that someone understands the whole picture. And to help turn complicated technology decisions into practical business outcomes.



What could simpler IT look like for you?

You don't have to start with a shopping list.

Start with the problem.

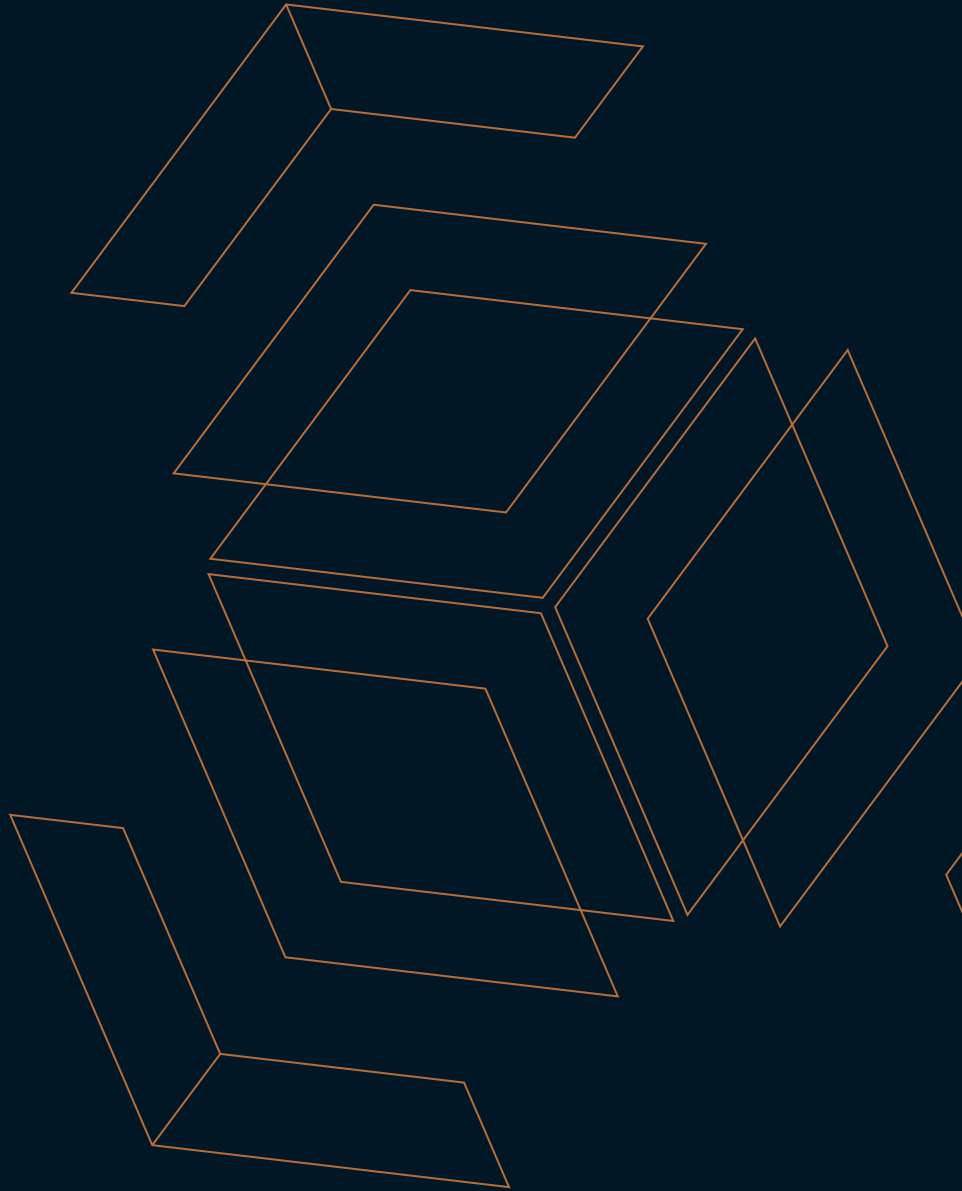
Where is IT creating friction? Where are suppliers slowing you down? Where does your team spend too much time coordinating? What technology is holding the organisation back? And what would your people be able to do if those headaches disappeared?

That's the conversation we want to have.

Kubus can help you understand where complexity is coming from, what can be simplified, and where technology and services can be brought together to support the outcomes that matter to your organisation.

Because better IT isn't about adding more. It's about making what you have work better - and making what comes next easier.

**MAKE COMPLEX IT
FEEL SIMPLE.**



Kubus 

Talk to Kubus about your
IT challenge.

T: 01285 771600

E: sales@kubus.com

www.kubus.com