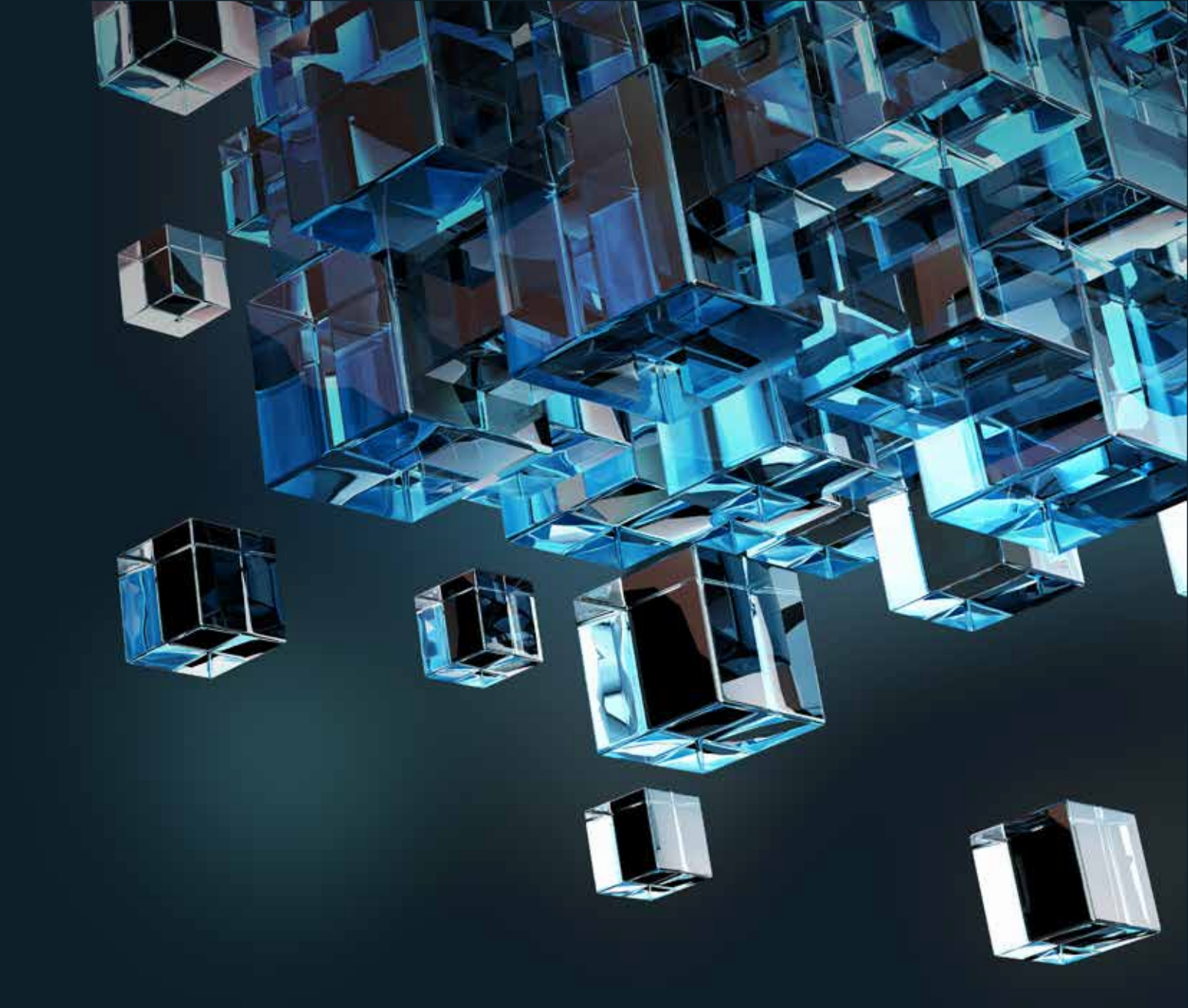




eBook

Your technology should work harder for your business.

Managing your transformation through our connected ecosystem.

TenA | Kubus



Part of the **Kubus** Group

Meet the new Kubus Group

Kubus + TenTechnology = a more connected way to make technology work for you.

Whether you're trying to make hybrid working actually work, open a new site, modernise your infrastructure, improve customer experience, reduce costs or simply stop your IT team being pulled in a hundred different directions...

We can help.

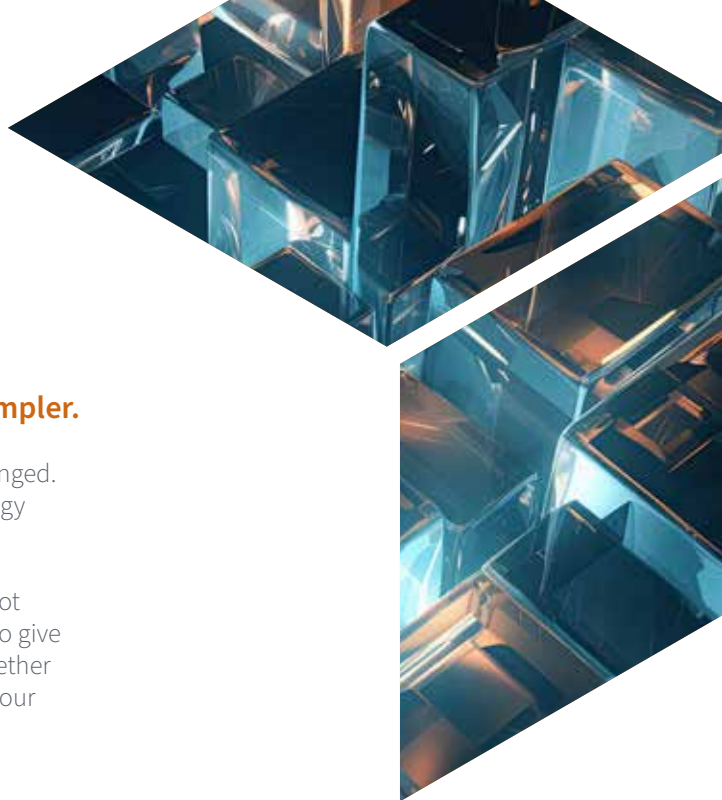
Because today's workplace doesn't care whether a problem is technically "IT", "AV", "networking", "security" or "infrastructure".

Neither should your technology partner.

The Kubus Group brings the right combination of technology, expertise and hands-on support together around one thing: your outcome.



www.kubus.com



Two businesses. One bigger idea.

We've joined forces to make your technology simpler.

Technology has changed. The way your people work has changed. And frankly, the way organisations buy and manage technology probably needs to change too.

That's why Kubus and TenTechnology have come together. Not simply to give you a longer list of products and services. But to give you one connected technology ecosystem that can bring together the infrastructure behind your business and the technology your people actually use every day.

From networks, cloud and cyber security to meeting spaces, collaboration technology, cabling, deployment and ongoing support, we can join the dots between the things that make your business work.

"The real opportunity is to make life easier for our customers."

Jeremy Keefe
(CEO - Kubus Group)

"Customers shouldn't have to work out which supplier is responsible for which bit of their technology. We want to understand what they're trying to achieve, then bring together the right combination of technology and expertise to make it happen."

And this is about more than putting two businesses together. It's about creating an ecosystem around you. One that can flex depending on what you need today - and what you'll need tomorrow. Maybe you need to modernise your infrastructure. Maybe your meeting rooms aren't giving your people the experience they need. Maybe you're opening new locations and need everything ready to go. Maybe your IT team needs extra expertise without adding another permanent headcount. Or maybe you simply want someone to take ownership and make all the different technology pieces work together.

That's where the Kubus Group comes in.

"You bring us the challenge. We'll help join the dots."

Richard Lovell
(Managing Director - Ten Technology)

"The strength of the combined group is that we can look at the bigger picture. We're not trying to sell customers a particular technology. We're looking at the outcome they want and building the right solution around it."



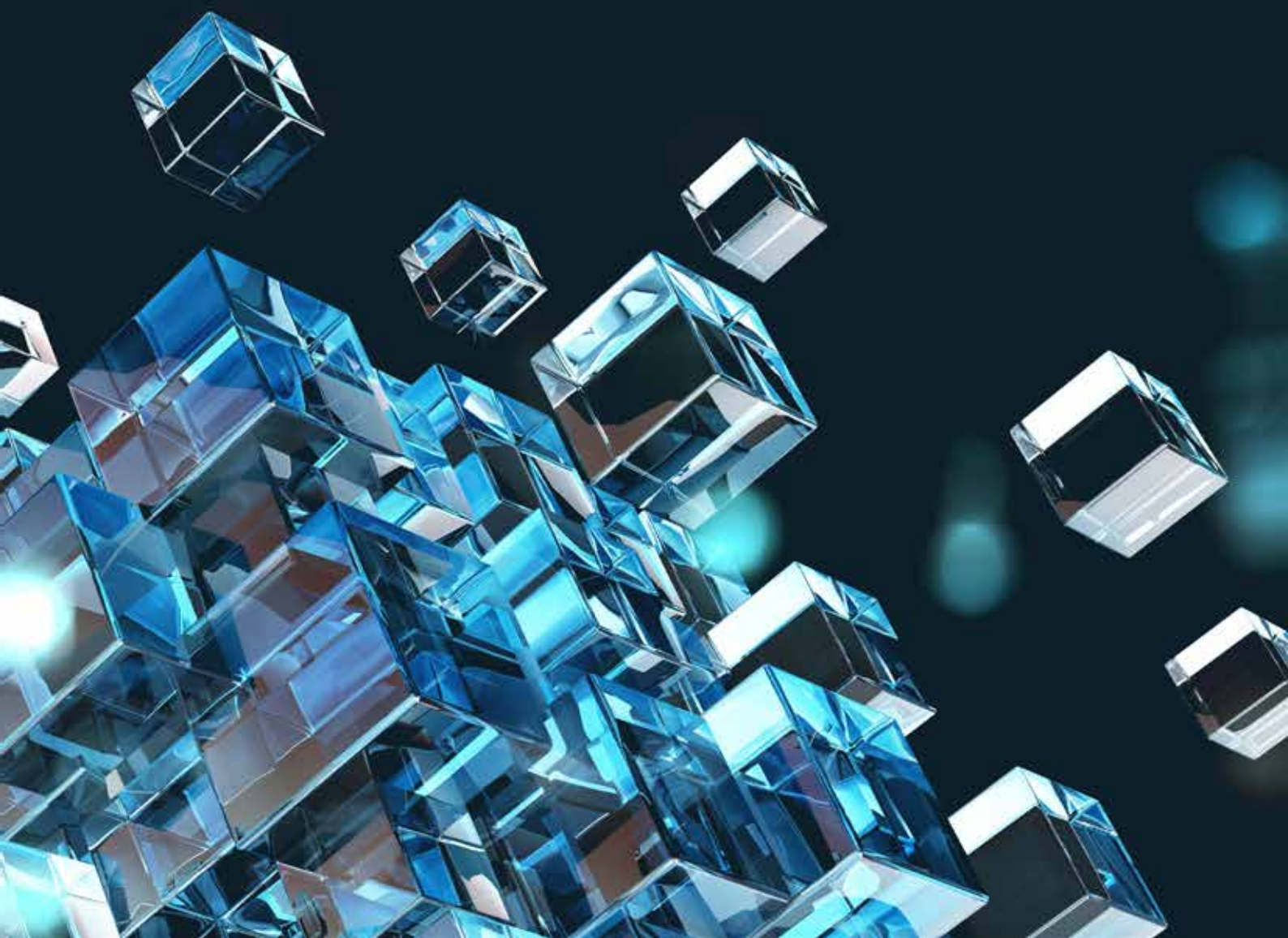
Does this sound familiar?

Different business. Same technology headaches

You might not think of yourself as a *"technology company"*. But these days, almost every business depends on technology to keep people productive, customers happy and operations moving. And when it doesn't work? Everyone notices.

Sound familiar? Because these aren't technology problems.

They're organisation problems with technology sitting underneath them. And that's exactly where the Kubus Group can help.





You might be surprised what we can do.

**You already know Kubus or Ten Technology.
But you might not know the whole ecosystem.**

If you're already a Kubus customer, you probably know us for one part of your technology environment.



Networking



Infrastructure



Cloud



**Cyber
Security**



**Managed
Services**



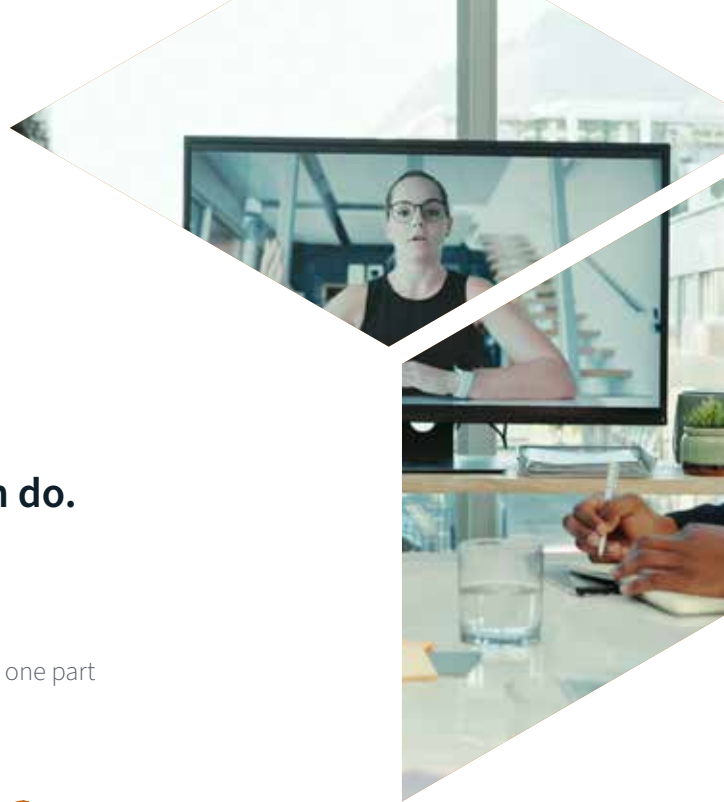
**Advisory
Services**

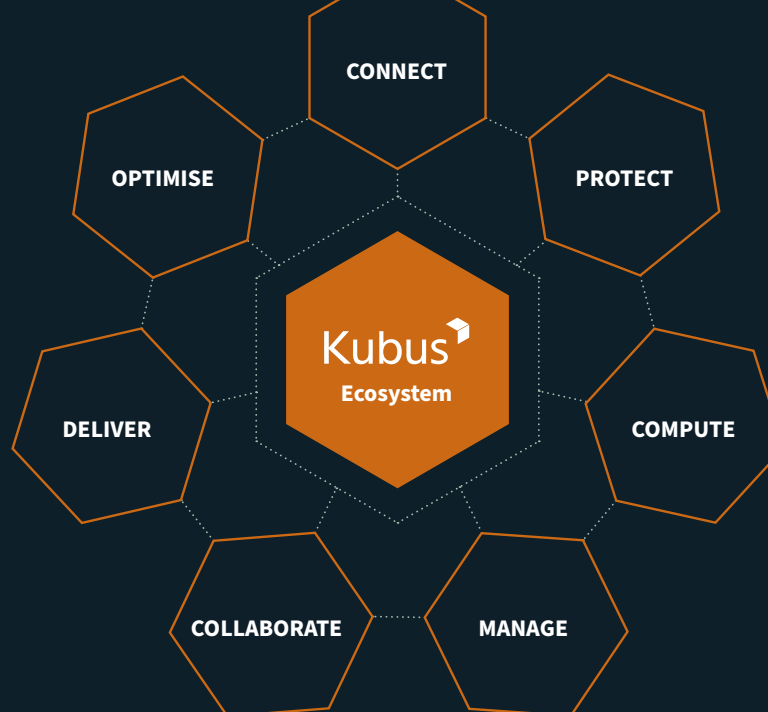
But that's only part of the picture.

With TenTechnology now part of the Kubus Group, we can bring more of the technology surrounding your people, places and infrastructure together.

Think of it as your Kubus Wrap. You don't have to buy everything. You don't have to change every supplier. And you don't have to start again.

We simply look at what you're trying to achieve and build the right combination around it.





The Kubus Ecosystem

CONNECT

Networks and Connectivity

Make sure people, devices, sites and applications can actually connect - reliably and securely.

PROTECT

Cyber Security

Protect users, data, devices and infrastructure without creating unnecessary complexity.

COMPUTE

Cloud and Infrastructure

Build the resilient infrastructure your organisation needs today, with room to evolve tomorrow.

MANAGE

Managed IT Services

Extend your internal team with the skills, monitoring and support you need - without adding unnecessary complexity.

COLLABORATE

Workplace and Meeting Technology

Give people meeting spaces and collaboration tools that simply work.

DELIVER

Cabling, Deployment and Fit-out

Take the solution from design to reality, with hands-on implementation and physical infrastructure where needed.

OPTIMISE

Ongoing Improvement

Don't just install it and walk away. Keep looking for ways to improve performance, reliability and user experience.

The Kubus Wrap

Need someone to make all the pieces work together?

That's the point. The ecosystem isn't a catalogue.

It's a way of combining the right technology and
service around your specific outcome.

TenA | Kubus





The difference is how it all connects.

Technology is rarely the problem. It's the gaps between technologies that cause the headaches.

A meeting room doesn't exist separately from your network. A new office doesn't exist separately from your infrastructure. A hybrid worker doesn't exist separately from security, cloud and collaboration tools. And your IT team shouldn't have to spend their time figuring out which supplier owns the problem.

The Kubus Group brings those pieces together.



From idea...

"We need to support more hybrid working."



To infrastructure...

- Is the network ready?
- Is connectivity reliable?
- Is the environment secure?



To the workplace...

- Can people actually collaborate easily?
- Do meeting rooms work consistently?
- Is the experience the same wherever people work?



To implementation...

- Who is installing it?
- Who is configuring it?
- Who is making sure everything works together?



To ongoing support...

- Who spots the problem before users do?
- Who fixes it when something goes wrong?
- Who helps us improve it over time?



That's the Kubus Group difference.

We don't start with: **"Which product do you need?"**

We start with: **"What are you trying to achieve?"**

Then we work backwards.

Because the best technology solution isn't necessarily the one with the most technology in it.

It's the one that fits your organisation properly.

The Kubus Wrap

One outcome.

The right combination of technology.
One connected delivery approach.
Ongoing support when you need it.

Less supplier wrangling.
More getting things done.

TenA | Kubus





So, what are you trying to achieve?

That's the conversation we'd like to have.

You might be planning a major transformation.
Or perhaps you just want to make your existing technology work better.

You might need to:

Modernise your infrastructure.

Improve your meeting spaces.

Support hybrid working.

Open new locations.

Improve connectivity.

Strengthen security.

Reduce supplier complexity.

Free up your internal IT team.

Get more from your existing technology.

Create a better experience for your people.

Scale without adding unnecessary cost and complexity.

Whatever is on your list, there's a good chance more
of the answer sits within the Kubus Group than you realised.



The Kubus Group

**One connected ecosystem.
Built around your outcomes.**

We bring together technology, expertise and hands-on delivery to help you move from “*we need to fix this*” to “*we want to achieve this.*”

From the infrastructure underneath your organisation to the technology your people use every day, we'll help you find the right combination.

**Not more technology for the sake of it.
Not another supplier to manage.
Not a one-size-fits-all package.**

Just the right technology, services and expertise, wrapped around what your business needs.





Already a Kubus or TenTechnology customer?

**Let's have a conversation about what
else we could do for you.**

Your technology is already connected.
Now let's make it work harder for you.

T: 01285 771600

E: sales@kubus.com

www.kubus.com