The Enterprise Benefits of Managed Communications Providers

What is a Managed Communications Provider?

Managed Communications Providers (MCP) are specialist network service providers who are challenging and changing the way organisations acquire their communication services. Enablis is a leading player in this exciting category of network service provider.

A MCP is a service provider whose network doesn't age, that can shrink and expand without penalty and a network that can adopt and adapt new technology instinctively and dynamically. And for the first time, MCPs offer a network infrastructure and business model that its customers can instantly and transparently share the benefits of - a model not offered by traditional Telcos and service providers, and the fundamental principle at the core of a MCP.

The Telco vs The MCP

Telcos are naturally rigid, as they are limited to offering services based on their network. Single network dependency also means that during times of congestion or degradation, users are subject to poorer service, without the option to switch to another carrier. Through an MCP, an end user has access to all carriers offered by the MCP, including multi-network redundancy.

In addition to the network consideration, below are some comparisons between Telcos and MCPs.

The Telco vs The MCP		
Traditional Telco		**Managed Comms Provider**
Single network dependency	v	Multi-network redundancy
Ongoing capital investment	v	Flexible technology platform
Locked in to technology deployed	v	Embraces new technology
Capacity constrained	v	Unlimited capacity
Difficult to customise	v	Support custom requirements
Per-product customer support	v	End-to-end customer service
Fixed product for term	v	Flexible service for term

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Freedom and flexibility

A MCP owns no network, but provides inexhaustible access to the many network services of the world's leading Telco carriers. Enterprises partnered with a MCP can capitalise on the strengths of multiple overlapping networks and technologies, rather than be constrained by the weaknesses of a rigidly structured single network provider.

The emergence of MCPs is borne of enterprise frustration with traditional telecoms carriers. With established MCPs like Enablis, enterprises can truly expect to find effective solutions to fit their unique requirements, rather than choosing from an inflexible range of available service options.

Our customers recognise the strength of freedom and flexibility – the freedom to change and the flexibility of choice – and are using this model to become leaner and build the foundations for true business agility.

Owning no network, but utilising every network, Enablis' customers are benefiting from this transformation of the network buying process. They are seeing drastic improvements in network performance, significant savings in upfront and ongoing operating costs, and most importantly, finally a network that is highly aligned to the needs of the business all of the time.

"One of the reasons that Enablis was such a strong candidate is that they offered a solution that aggregated a range of carriers. They dedicated time to reviewing each of our 15 branch offices and as a result we have a network tailored specifically to our business."

Neil Mercer, IT Manager, Douglas Partners

Who's adopting MCP services?

MCP services are becoming increasingly attractive to medium - large sized companies. Enablis is one of the largest converged voice, data, security and managed service companies in Australia providing fully managed networks to hundreds of organisations including STA Travel, BUPA, Fenner Dunlop and St Vincent de Paul's.

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