



100% **business** mobile, data and voice packages.

“Digital Island is an innovative company offering a better service which, above all other things, continues to save us money.”

Gavin Pook
Red Bull New Zealand



“We are HIGHLY impressed with Digital Island’s service and constantly amazed that the service levels never drop – even as Digital Island grows.

Congratulations to Blair, Stu and their team for a company performing as they promise... a pleasure to deal with."

Richard Simmons
Diamond Fusion



“After working with Digital Island for three years we have found their products and services to be well priced and highly reliable, and their customer service to be nothing short of excellent.”

Andrew Mac Donald
Samsung Electronics NZ



DIGITAL ISLAND

IS A 100% KIWI OWNED TELECOMMUNICATIONS COMPANY THAT UNDERSTANDS THE NEW ZEALAND BUSINESS ENVIRONMENT.

We provide a complete range of high quality voice, data and mobile products for business, combined with great pricing and unbeatable service.

Working with us is always simple, efficient, and will benefit your business.

We realise that effective telecommunications are crucial to a healthy business, and provide a product mix designed to meet your business’s communications needs.

We source the highest quality products from New Zealand’s most reliable telecommunications infrastructure operators; then we select the perfect mix to fit your business.



WHAT MAKES OUR
ISLAND SPECIAL

MEET OUR DIRECTORS

Digital Island's three directors bring over four decades combined experience to the business. Since founding the company in 2004, they continue to navigate the direction and strategy of the company, each taking responsibility for an integral, hands-on role within the business.

OUR KEY ACHIEVEMENTS

GROWTH

Our business continues to grow steadily throughout both good and challenging economic times as more and more Kiwi businesses turn to a 100% local provider, and recognise the benefits of having Digital Island as their telecommunications company.

CUSTOMER LOYALTY

The global telecommunications industry has a significant annual churn rate of 10-15%; but at Digital Island over 95% of our customers choose to stay with us every year.

AWARDS

Deloitte Fast 50 Awards

- New Zealand's Fastest Growing Telco & ISP Business
- New Zealand's Fastest Growing Technology Business
- 6th Place Overall two consecutive years
- Asia Pacific Fast 500 Technology Awards two consecutive years

Vero Excellence in Business Awards Finalists

Glen Larsen

OPERATIONS MANAGER

Glen's system design experience within telecommunications, education and health care meant he was the right man to custom build Digital Island's fully integrated billing system. Glen focuses on developing new product areas and refining the company's internal systems as the market changes.

Stuart Cowdell

COMMERCIAL MANAGER

Stu has worked within the technology, banking and telecommunication sectors, and is well known for walking the walk. Stu enjoys working with clients to provide simple, cost effective solutions to complex business challenges, and says, "We do what we say we will, and always apply common sense!"

Blair Stewart

GENERAL MANAGER

Blair's Information Technology career has spanned retail, airline and telecommunications. Blair says he finds the telco field stimulating because of "the amazing developments in technology, and the dramatic improvements they bring to people and business."





IT'S EASY, SEAMLESS
AND COST EFFECTIVE

DIGITAL ISLAND WILL UNDERTAKE A PERSONALISED TELECOMMUNICATIONS ANALYSIS, SUGGEST THE BEST PRODUCT RANGE FOR YOUR BUSINESS, AND PROVIDE PERSONALISED ACCOUNT MANAGEMENT.

Our telecommunications product analysis is 100% free, and there are no strings... just a chance to work smarter!

We'll deliver your solution proposal in person, explain in plain language the technologies, potential options and their advantages to your business.

We'll manage the move for you, notifying your old suppliers and ensuring the smooth transition of your services to Digital Island.

Clients regularly save 20% when they move to Digital Island.

[Review our 6 step process >>](#)



100% FREE COST ANALYSIS

Digital Island performs a detailed analysis for each potential customer, providing customised proposals which recommend ways to maximise the efficiency of the services required, and detail the reduction in overall telecommunications spend. We are experts at consolidating existing systems into more efficient and cost effective solutions.



UNBIASED ADVICE

We'll help you understand what solutions you need, not what the market wants to sell you. Because we source our high quality products from a range of NZ's biggest suppliers, we can recommend the ideal product mix for your business, and eliminate all unnecessary costs, ensuring that you have the best quality communications solution.



PROJECT MANAGEMENT

As well as managing the initial transferral of your services to Digital Island, we can take the stress out of the more complex telecommunications tasks involved with opening a new branch, or moving to a new office. Digital Island can project manage the implementation of your voice, data and other telecommunications services. Please ask about our project management services.



VENDOR CO-ORDINATION

We will ask for the contact details of the companies that supply your IT systems, PBX and other related services and save these in our customer information system, so that when required we can save you time and effort by making direct contact with your other suppliers.



PERSONALISED ACCOUNT MANAGEMENT

We really do value your business. We aim to get to know our customers and provide them with the level of service we'd like ourselves from a supplier. That's why we assign each customer to an account manager who will look after all their needs. Your account manager's name and direct phone number will be printed on every invoice you receive.



100% FREE MONTHLY REPORTING

Every month we email our clients management reports showing details of overall product usage, and also specific product information such as geographic calling statistics for your tollfree services. This information is vital for cost allocation, monitoring for excessive phone usage, and tracking the effectiveness of marketing campaigns.



OUR KEY DIFFERENCE

Of course we know that our people make our business, and at Digital Island we ensure that every one of our people has the fanatical level of customer service, strong ethics, and high level of technical knowledge which enable our company to deliver exceptional service.

Each of our customers is assigned a business account manager, a real person right here in Auckland, who is totally dedicated to giving our customers personal, accountable service.

FANATICAL SERVICE

SALES TEAM

Our sales teams are equipped with the right product range, technical knowledge and business tools, so they can tailor the optimum product combination for your business needs.

SERVICE TEAM

Our customer service centre is based in central Auckland. Our team are technically skilled and completely dedicated to successful completion of each customer enquiry.



OUR PRODUCT RANGE INCLUDES A FULL SUITE OF PREMIUM PRODUCTS FOR NEW ZEALAND BUSINESSES.

Digital Island specialise in tailoring premium data solutions involving high bandwidth internet connectivity, wide area networks, SIP Trunking and VoIP to deliver the best solution for your business. Around these we wrap the full complement of landline and mobile products and services.



For many businesses, the performance and reliability of their connection to the Internet is mission critical. Digital Island's Premium Data range consists of products that deliver speeds and reliability beyond that of ADSL connections, and are specifically designed to meet business critical internet access and WAN requirements.

Our Premium Data range is made up of a wide range of high performance data access products, sourced from network operators across New Zealand. This enables us to select the perfect data solution to meet your business's performance and budget requirements.

- Fibre optic connections
- SHDSL data connections
- Wireless data connections
- ADSL broadband connections
- Wide Area Network solutions
- SIP trunk connections
- VoIP calling & IP PBX
- Video conferencing
- Domain names & email
- Web hosting
- Spam & virus filtering





- Mobile handsets
- Mobile data devices
- Mobile voice plans
- Mobile data plans
- Mobile bundles
- Mobile roaming

MOBILE

Digital Island's Mobile Service offers the latest handsets combined with excellent 3G coverage with New Zealand's fastest mobile data network.

We specialise in tailoring plans to fit businesses with more than four mobile connections.

With a strong focus on improving productivity through the advanced features offered by smartphones, such as email, calendar and contact synchronisation, our expert team provide customers with the knowledge required to get the most functionality from each device.

- PBX phone systems
- Phone lines & tolls
- Toll free services
- Call conferencing
- Faxbox fax to email service

VOICE

All our services are sourced from New Zealand's main telecommunications companies and are guaranteed to deliver the highest level of quality and reliability.

We aim to lower each new customer's bill by 20% using consistently competitive pricing, and we offer customised pricing plans for high volume business customers.

As well as offering great global toll rates we are experts in tailoring toll free services to fit our customer's requirements; providing sophisticated, cost effective conferencing services; and helping businesses improve productivity with our 'fax to email' product Faxbox.



WE'D LOVE TO
HELP YOUR BUSINESS
WORK SMARTER...

Call us on 0800 999 010
or visit www.digitalisland.co.nz

**“Partnering with Digital Island
is an essential part of the mix
in our plans for the future.**

I have nothing but praise for the fast
and efficient service provided by
Scott Liu and his colleagues.”

Mark Cooper
Cackle Telecommunications



**“Digital Island’s service,
follow through, and ability
to get it right first time**

and remove the ‘hassle’ has been
exceptional, and I have no hesitation
in recommending them (and have done
so on many occasions) to other companies
who need a telco solution that just works!”

Brendon Stratton
High Street IT



**“When Digital Island pitched for
our telco business, they were
professional, competitive and
negotiated a smooth transition.**

We are happy to be with a young, progressive,
successful company. Other telco’s have told us
they cannot better Digital Island’s rates, so they
must be doing it right. Well done Digital Island.”

Stephen Hofmann
Credit Recruitment





Based in NZ just like you.

Call us on 0800 999 010

www.digitalisland.co.nz

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