

# AMTECH'S IT SOLUTIONS KEEP GORING & STREATLEY GOLF CLUB RIGHT ON COURSE



## You were struggling with your IT solution at Teignmouth Golf course, did the same happen with Goring?

Long story short, Goring was in exactly the same position as Teignmouth golf course. Thankfully, Amtech put the infrastructure in at Goring which was exactly the same as Teignmouth. It was terrible before and so poor, sometimes you would have no idea what was going to work and what wasn't. You couldn't run a printer and wiring was a mess everywhere, it needed to be sorted.

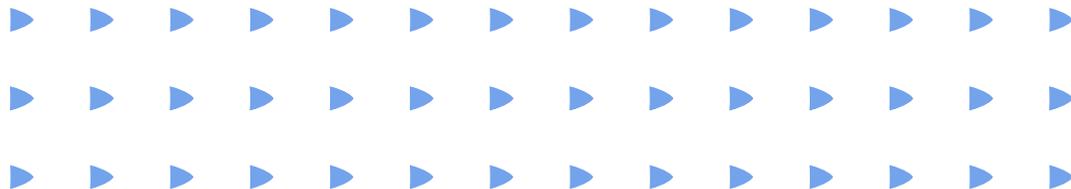
## What was the installation process like?

Amtech came in and straight away started to rip up all the legacy equipment out and fix it. Over a couple of nights, they put the new equipment in, including hardware for a modern CCTV camera system. It woke us up to the 21st century, it was like going from black and white to colour. We had a fan system built in, they cabled everything, had a switchgear installed and also created a mobile app system that integrates so well for us. Amtech were really great with the installation.

## Why did you decide to choose Amtech again?

I asked them to look at Goring because you have to work with people you trust.

They didn't mess about either, I got straight answers and straight questions. It's all about confidence really, you need confidence with the people you're working with and while working with them, Amtech just kept repeating that they'll deal with it and fix our issues, they didn't bat an eyelid, just came in and helped us – multiple times.



## You had a VoIP system installed, what were the advantages of having one for your business?

For Goring and Teignmouth - we were initially in a phone contract that was expensive and legacy technology. Amtech reviewed this, came up with a cost effective solution that also included all our calls into a fixed monthly fee. And so essentially that meant I only had to deal with one bill to pay for all the phones and network needs.

It's easy to use as well, as we can log in from a range of platforms or from my own computer and change things however we wanted or to whatever we needed. The initial reason we wanted to do this was the costs involved, and the second was so that we could have high broadband speed installed and make use of the advantages that that gives us.

**They're not the normal on the clock, hour by hour service, you know. They don't come down and focus on telling you how much it will cost - instead, they support you.**

## From a business point of view, what difference is Amtech making with the technology you've installed?

So, going back to VoIP from a sales perspective, with our old setup when we called out it was costing us money every time, so VoIP has changed that. It wasn't just sales calling out either, we have general managers calling out, food and beverages departments, everything, so we needed to be efficient and cost-effective going forward and this solution helps us immensely.

## What difference will the Amtech-installed CCTV make for both your members and staff?

It's protecting the club. It's prevention. CCTV makes a huge difference as it reduces theft and stops it from happening in the first place. It gives us extra security, not just for members but also for the staff. In this day and age, you need to show your staff and members that they're protected and that you care about them, and a system like this, that Amtech has installed for us, shows that - helping us to prosecute if need be.

## What's special about Amtech?

"They're not the normal on the clock, hour by hour service, you know. They don't come down and focus on telling you how much it will cost - instead, they support you.

The important thing for Amtech is that they come and audit everything and sort the issues out - and now we've also got a phone system that supports us. Amtech knows the end game and that is that they look after me as a customer, and as a result, they'll get more support from our business at a later date."