

# Two family businesses One powerful partnership



## A CASE STUDY

Just like us at Curveball Solutions, our client DT Hughes Group is a well-established family business born and bred in Merseyside. We both pride ourselves on the hard-won long-term client relationships that lie at the heart of our longevity and success.



We also share a passion for supporting our community. After hearing about the charity that DT Hughes Managing Director **David Hughes** is also Director of, we wanted to help.

Weapons Down Gloves Up does fantastic work lifting young people out of difficult circumstances through their S.E.E. model - Sport, Education and Employment.



We're proud to support WDGU through CSR sponsorship and its fantastic to see David not only attending boxing sessions with the young people, but also providing training and employment opportunities at DT Hughes and their traffic management division, Site Safe Traffic Solutions.

## Partners growing together

Over the past 16 years, we have had the pleasure of supporting DT Hughes as they steadily expanded into the company they are today.

The story started in 2005 when we supplied the team with five mobile handsets. As the company grew, it became clear they needed a communications solution to simplify day to day operations.

### DT Hughes Service Stack:

- ✔ IT Security
- ✔ Office 365
- ✔ Computers
- ✔ Tablets
- ✔ Prof Services
- ✔ Broadband
- ✔ Phone System
- ✔ Fixed Line
- ✔ Sip Trunks
- ✔ Mobile

### Client: DT Hughes Group



Established 1984  
Employees: 200+  
[dthughes.co.uk](http://dthughes.co.uk)

#### Industry:

- Civil Engineering
- Utilities
- Training

#### Locations:

- Liverpool City Region
- North Wales

So we went away and designed a Unified Comms solution that included mobile, phone systems and connectivity, providing seamless communication across all three DT Hughes sites.

Since then, we have supported the team at DT Hughes with their IT hardware and comms, as they pull out all the stops to meet their customer's needs with a leading internal enterprise system.

## A Case in Brief

*"Um boss, we need another new tablet..."*

### WHAT WAS WRONG?

DT Hughes noted constant replacement of contractors mobile devices was occurring due to outdoor conditions and damage.

### WHY THIS IS A PROBLEM

Without reliable devices it's difficult for onsite teams to communicate, access data and complete their jobs effectively.

### WHAT'S THE IMPACT?

High cost, time wasted, communication issues, risk of delays and unhappy clients.

## THE SOLUTION

Our people were able to recommend, source and configure the best, most robust devices before quickly getting them into contractors hands.



**David Hughes**  
Managing Director  
DT Hughes Group

To protect our business, adhere to our contractual obligations and allow our team to complete their tasks with ease and comfort, we needed robust devices that would meet our standards.

We needed a specific type of device – they had to be heavy-duty, so able to handle bad weather and accidental damage, plus have a flash function.

Curveball understood exactly what we needed, they worked hard, communicated throughout with our team and provided a great solution.

### DT HUGHES RESULTS

★ **Saved time**

★ **Saved money**

★ **Reduced hassle**

★ **Improved services**

New heavy-duty tablets now last twice as long, despite adverse conditions.

# WHY CURVEBALL SOLUTIONS



As a smaller, agile provider we can act quickly to ensure our clients challenges are resolved without delay. You can be confident of getting reliable, expert guidance and advice - without the hard sell.



**David Hughes**  
MD, DT Hughes Group

We need a reliable service partner for our IT and Comms provision, one who has the speed and agility to meet ours. It is refreshing to work with a local family run business that has a team to hand at every request, and with the best interest of our business at all times.

Curveball offer solutions that are proactive and cost-effective. I would highly recommend them, and I look forward to continuing our working partnership.

**curveball**  
solutions



**MANAGED IT**  
**COMMUNICATIONS**  
**UTILITIES**



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