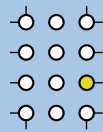


the exclusive network that saves you money
south east professionals telecom network



**south east
professionals
telecom network**

the simplest way to reduce your phone bill...

join the south east professionals telecom network

save on all your call charges...

Like most, you are probably keen to reduce your business costs. Now that the telecommunications market is open to competition, you may well receive regular marketing calls and literature from companies promising great deals on phone tariffs. So, how do you choose a new reliable supplier? They all seem attractive – but is there a catch or some hidden small print? Will their service be as good as it promises?

Like you, Hobbs Parker (established in Kent since 1850) were a little apprehensive about changing their telephone supplier. However, over recent years we have benefited from savings of up to 70% off BT's standard call rates. In the hope of making this process less daunting for others, in 1999 Hobbs Parker formed a new company, Hobbs Parker 2000 Ltd (now Hobbs Parker Telecom). Owned and managed by the partners of Hobbs Parker, it is dedicated to providing more cost effective telephone services to companies throughout the south east. We are already delivering savings to many respected businesses – a number of these have reduced their annual telephone bills by five figure sums.

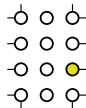
further savings for professionals...

Taking our service one step further, we have developed *the south east professionals telecom network*. Similar to BT's Friends and Family* scheme, but on a much larger scale, it has been devised for firms such as solicitors, accountants, chartered surveyors, financial advisors, insurance brokers and others who have to regularly call each other.

With over 500 firms currently registered on our network, members benefit by making calls to these businesses at a special, extra low call rate. This also applies when members make calls between their own offices. As a result, more and more firms are joining the network and using it to make significant savings (see members leaflet).

There are no hidden surprises – we take great care to ensure that transfers to our service are both clear and straightforward – you simply benefit from call savings with complete peace of mind.

join our network and start saving – sign up today



**south east
professionals
telecom network**

the reality is...

You only pay for calls – no rental, installation or any fixed charges.

You keep your phone lines with BT, and always have the option to return at **no cost**.

simple switch...

For most customers we simply ask BT to make the appropriate changes at your local exchange. This automatically routes your telephone calls via Energis' state of the art network with no additional numbers to dial.

Energis' customers include BBC, Boots & DHL. **No charge**.

Where customers prefer, our engineer may programme your system to automatically access our service. **No charge**.

start saving...

We guarantee discounts off BT published tariffs.

Calls are billed per second – you only pay for the time you use.

Our minimum call charge is less than half BT's standard minimum charge.

prevent abuse...

As part of the service, Energis include special fraud and abuse alerts, free of charge. Last year this helped to prevent £7m of potential fraud nationally. In the past, this has helped our customers reduce telephone abuse, helping save even more money!

our bills...

Charges are shown clearly on the tariff sheet, there are no other costs at all.

You simply pay for your calls at our reduced rates. Management reports are provided **free**, including: 30 longest, most expensive and most popular destinations. These can be tailored to suit your specific requirements.

You can continue to pay BT for your quarterly line rental and we will bill you monthly for your call charges, or you may opt to take a "calls and line rental" package through Hobbs Parker Telecom, saving you more on line rental.

how to join...

Joining is straightforward and free of charge. Tariffs are clear and our agreement is simple. Phone us free on **0800 195 1558** to discuss your potential savings, or simply complete our Application Form and, if appropriate, the Direct Debit Instruction, and return them to us. We look after the rest, informing you at each stage of the transfer process.



customers of Energis include: The BBC, Boots, W H Smith and Freeserve

registered BT wholesale partner

member of The Federation of Communication Services

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Hobbs Parker Telecom is a trading style of Hobbs Parker 2000 Ltd, which is majority owned and managed by the Directors of Hobbs Parker 1850 LLP, part of the Hobbs Parker Group of Companies

**supporting the
east kent hospice...**

At the same time as helping businesses reduce their telephone bills, we are also keen supporters of *The East Kent Hospice*. One way in which we do this is to donate £50 to the hospice every time a new company joins our network.



www.hptelecom.co.uk