



# **“I WOULD FIND MYSELF IN A BIND IF I DIDN'T HAVE BLACKBERRY.”**

## **UK employment expert calls BlackBerry a “vital business tool.”**

Chris Whittam has his finger on the pulse of small and medium-size businesses in the UK. He has two major concerns: red tape and how fast business moves today. His firm, Ellis Whittam, provides fixed-fee employment law advice and health and safety solutions to UK companies. As he puts it: “We level the playing field for employers by helping them stay on the right side of the UK’s increasingly complex employment legislation.”

The company has grown quickly, going from a handful of employees just four years ago to over 30 today. As the company has expanded, its reputation has also grown, attracting clients from all over the country. Whittam estimates he spends 1-2 days a week on average out of the office.

Along with rapid business growth came an explosion in email. Whittam was getting 70-80 messages a day. “It was horrific,” he remarks. So when Whittam was due to trade in his mobile phone 18 months ago, he asked his IT and communications services supplier about getting mobile email. “They came back to me with one answer: The BlackBerry® Solution.”

## **SPEED AND SIMPLICITY**

Whittam has never looked back. “I would find myself in a bind if I didn’t have BlackBerry,” he comments. “I love how responsive it has made me.” Today he uses his BlackBerry® Pearl™ 8100 smartphone to access Microsoft® Exchange email, contacts and calendaring via the BlackBerry® Enterprise Server. In the morning Whittam boards the train for work at 5.30 and by 7.00 he has answered all his email. “I love the slim design and the easy-to-use keypad – people often make complimentary remarks about the BlackBerry Pearl.”

He also uses his BlackBerry smartphone to access the web and as a phone. “When I’ve got 10 minutes between meetings I can stay abreast of email and news and make calls,” he comments. In fact, his BlackBerry smartphone has become so useful that it has replaced Whittam’s laptop, which he now leaves in the office when out.

Whittam credits his BlackBerry smartphone with simplifying his life and making him more efficient. He describes the BlackBerry solution as a “vital business tool” especially in an era in which “technology has accelerated the pace of business,” as he puts it.

## **BENEFITS**

**INCREASED  
EFFICIENCY**

**IMPROVE CUSTOMER  
SERVICE**

**INCREASED SPEED  
OF RESPONSE**

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Chris Whittam  
Managing Director  
Ellis Whittam, UK

As an advisor to employers trying to make sense of British employment laws, Whittam and his team are constantly confronted with complicated questions. "People are always waiting for answers, whether they are clients or colleagues."

The BlackBerry smartphone enables Whittam to keep projects moving by providing answers and access to information on the go: "I was on the train to London the other day when I received a pricing inquiry from our sales team. I was able to email back the answer via my BlackBerry, allowing the deal to be closed by the time I'd arrived in the office."

Whittam's enthusiasm for BlackBerry solutions is spreading fast. His business partner is scheduled to start using one in the next couple of weeks. Furthermore, Whittam has asked his IT provider to look into providing mobile access to their CRM system. "The IT guys say it will work. If it does, we'll roll BlackBerry out to the entire sales team," he explains.

Just as Ellis Whittam helps level the playing field for businesses when it comes to increasingly complex employment legislation, the BlackBerry solution levels the playing field when it comes to handling the increasing complex demands of modern business.

For further information: [www.blackberry.com/go/success](http://www.blackberry.com/go/success)

**BLACKBERRY CASE STUDY  
LEGAL**

