



Blackwell Contracts, Cavan builds its business with unlimited data from Three.

Sending photos and videos with smartphones isn't just a social pastime: many businesses now rely on it to work smarter and get more done. One such company is Blackwell Contracts, a family-run construction firm based on the border of counties Cavan and Monaghan.

Smartphones are ideally suited to building work, because of how supervisors might need to make a visual inspection on a job. It's also helpful for keeping customers updated on a project's progress. Blackwell started using WhatsApp around four years ago. Now, it uses WhatsApp's group feature to share photos and videos among staff, supervisors, customers and even architects or insurance companies. **"We take a picture or walk around and take a quick video. It's become second nature to us,"** says Stephen Gregory, Blackwell's Managing Director.

Blackwell has a voice and data plan from Three for eight company smartphones. Stephen says Three's unlimited data price plan has allowed the company to manage its costs as it grows. That's especially important given the large file sizes involved in sending multiple high-resolution photos and videos per site – as well as making video calls.

"That's the beauty of having All You Can Eat Data: I don't have to worry about overtaking my data limit," says Stephen.

Connectivity you can count on is vital for businesses that manage multiple projects across different sites. Blackwell's work covers Cavan, Westmeath, Meath, Louth, Dublin, Waterford and Kildare, while its head office is located between Bailieborough and Shercock in Co. Cavan.

Even in such a rural location, Stephen says Three's coverage has always been strong. He has also noticed an improvement in network speeds in recent months.

"We commute a lot, often going through rural areas. I would be on my phone 90% of the day, that's a fact, and I never get a dropped call," Stephen confirms.

Over the past six years, the company has successfully grown by more than 20 percent annually. Stephen is sure this is because of how Blackwell harnesses Three mobile voice and data to manage costs and reduce administration time. Fast upload times also mean that Blackwell can do more in the working day.



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“It enables us to take on more work without having to take on extra resources, because supervision happens quicker and remotely. You don’t have to go on as many site visits because of the ability to send pictures,” says Stephen.

“I would never have thought mobile voice and data would help us so much. It really has developed our business and allowed us to expand so much more.”

Blackwell Contracts website: www.blackwellcontracts.ie