



CASE STUDY

How we successfully transitioned Sheehans from
Analogue to Cloud Telephony & Ethernet
Connectivity ahead of the BT Switch Off 2025



OVERVIEW

The Sheehan Group of Companies is a family-run business specialising in the construction, recycling and civil engineering sectors.



BACKGROUND

The Sheehan Group, a local market leader in construction, recycling, and civil engineering, has always championed efficiency in their Telephony, Connectivity and IT. Recognising the evolving telecommunication landscape, Sheehan Group embarked on a transformative journey with GHM, ensuring a seamless transition from analogue systems to a robust cloud-hosted telephony platform and fibre ethernet connectivity. As the BT Switch Off in 2025 looms, this forward-thinking move positions Sheehan Group ahead of many UK businesses as we move towards a purely digital UK network and highlights the simplicity and effectiveness of the transition.

THE CHALLENGE

The group recognised the need to migrate from their legacy analogue systems. The looming BT Switch Off in 2025 further emphasised the urgency and importance of this transition. The primary challenges were ensuring uninterrupted communication, optimising costs, and future-proofing their telephony infrastructure.

Uninterrupted communications

When discussing the Big Switch Off, the focus is typically on the telephone system. But any PSTN connected device will be affected by the digital transition. Make sure you audit assets such as CCTV, alarms, fax machines, EPOS terminals, dial-up connections, and point-to-point leased lines connected to a phone line are also at risk. We can run a simple audit for your business and let you know all the options that are available to you.

Optimising costs

The closer we get to December 2025, the higher demand for migration services will be. Expect to see supplier lead times increasing exponentially – along with prices. Starting the process early means avoiding supply constraints and waiting lists – and the cost increases they bring.

Future -proofing

Digital services built on SIP (Session Initiation Protocol) and VoIP (Voice over Internet Protocol) will replace older PSTN networks (Public Switched Telephone Networks), providing more capacity, higher speeds and a wide range of flexible features and benefits to customers.

THE SOLUTION

GHM Communications has a proven history of delivering tailored telecommunication solutions and partnered with the Sheehan Group to address these challenges head-on. The tailored solution comprised:

Cloud-Hosted Telephony Platform

GHM deployed an innovative cloud-hosted telephony solution, eliminating reliance on analogue lines and ensuring scalability and flexibility.

Unified Communication Features

The platform integrates a comprehensive suite of Unified Communication features, facilitating seamless collaboration across two bustling sites.

Installation of Fibre Ethernet Connection

The Sheehan Group recently went live with the connection, improving their internet provision across the business.

THE RESULTS

The strategic collaboration between Sheehan Group and GHM Communications achieved the following benefits:

Resilient & Scalable Infrastructure

The cloud-hosted system offered unparalleled resilience, enabling efficient call management and organisation.

Mobility & Flexibility

Staff benefited from mobile phone applications, empowering remote working capabilities, and ensuring uninterrupted communication.

Cost Efficiency

The transition eliminated the overheads associated with a physical telephone system. It also optimises costs without compromising on quality.

Enhanced Communication

With professional auto-attendant and voicemail setups for every user, Sheehan Group ensured consistent and professional communication.

Dedicated Support

The GHM support ensured a smooth transition and continued assistance, underscoring their commitment to the Sheehan Group's success.

100/1000 Fibre Ethernet Connection

Providing significantly improved speed, performance, and capacity on their network.

CONCLUSION

This successful transition from analogue by GHM exemplifies how easy and beneficial it is to switch to digital. As the BT Switch Off 2025 approaches, the Sheehan Group is now on track for continuous connectivity, equipped with a resilient, scalable, and future-ready infrastructure. The journey outlined here serves as best practice for other businesses, and a straightforward path to embracing the digital network.

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