



listen  
plan  
deliver  
**support**

## trust and **collaboration**

an IT service provider that cares



[www.qbt.com.au](http://www.qbt.com.au)



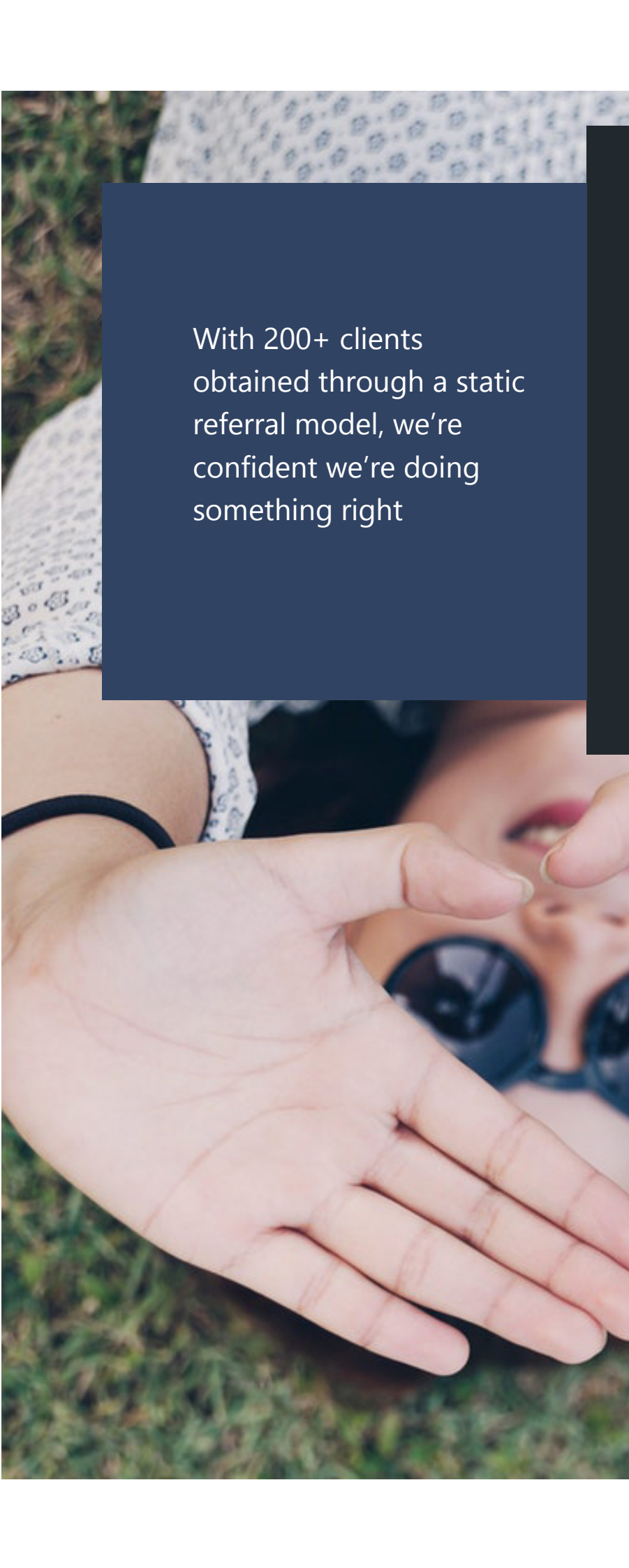
## About Us

The first thing you'll notice about Qbt Consulting is that we're not your average IT support business.

Being in operation since 1997, we have the technical skills and experience to solve almost any problem your business is facing, through the creation and implementation of on-premise, Private Cloud, Public Cloud or Hybrid deployments.

We believe that only through a long-lasting relationship built on trust can businesses gain the most from their IT partnership. We deliver this through getting to know your business, fully understanding where you've come from and where you want to be and then applying the most applicable technology solutions to get there!

Being in business since 1997, Qbt Consulting has the experience and knowledge to help with your business technology issues

A background image showing a close-up of a person's hand and face. The hand is in the foreground, palm up, with fingers slightly curled. The face is in the background, partially obscured, wearing sunglasses. The person is wearing a patterned top.

With 200+ clients  
obtained through a static  
referral model, we're  
confident we're doing  
something right

## Our Passion

Qbt Consulting is driven by our customer experience. Our client feedback is gospel. At each and every interaction, we want it to be memorable.

**"we want to be building  
trust at each and every  
interaction"**

Every business and partner we work with currently has come from a positive referral from another one of our clients.



ur main reason for  
being in business is  
to ensure every  
business, regardless

of size is able to achieve the same  
level of business competitiveness  
through the use of technologies  
available.

**"Get closer than ever to  
your clients. So close that  
you can tell them what  
they need well before  
they realise it  
themselves."**

**-Steve Jobs**



# Qbt Consulting Culture

A major part of being able to provide a class-leading level of support and establishing lasting relationships is by having great people. Our team of over 30 Technicians, Programmers, Consultants, Admin staff and Management are all integral to our success.

Making sure we've created and maintain a positive and progressive working environment and culture is key to our success.



this  
must be  
the place

# technology boffins that get it done

The Qbt Consulting Executive Team is built from expert level engineers, technicians and consultants from all walks of life.

## IVAN NISBET

Managing Director

Running the Qbt Consulting business since 1997, as our Principal Consultant Ivan specializes in business process and management improvement.



## LUKE SWINKELS

Head of Client Services

Heading up everything Client Services, as well as a 14+ year veteran, Luke comes from an extensively technical past.



## MATTHEW HERBERT

Head of Project Services

Being with Qbt Consulting since the opening day, Matthew brings a host of practical experience to our Project Delivery and technical approach.



# technology boffins that get it done

The Qbt Consulting Client Services Team is built from expert level engineers, technicians and consultants from all walks of life.

## SIMON GILLETT

Team Leader - Nucleus

In his time with Qbt Consulting, Simon has championed relationships and projects for our clients with skill, passion, dedication and diligence.



## CHRIS JONES

Team Leader - Lava

Chris was born for technical innovation and application. His attention to detail and customer experience are top-shelf.



## MIKE REYNELL

Team Leader - BTR

Easily one of the more engineering focused members of the Qbt Consulting family, Mike's ability to create from tinkering is staggering!



## LUKE SWINKELS

Team Leader - Supernova

Heading up everything Client Services, as well as a 14+ year veteran, Luke comes from an extensively technical past.





“we’ve had our head in  
the Clouds for years”

## Put Your Workload Anywhere

We’ve been providing our clients Cloud solutions through our Private data center, DCX and Managed Services for almost a decade. Our level of real-world experience in this space is extensive.

### Qbt Consulting is one of only five MSP’s in the country able to provide Multitenant Hosting for Office 365

Continuing our commitment to provide nothing but excellence to our clients, we’ve partnered with Microsoft in order to offer Multitenant Office 365 licensing. No longer are their blocks between you benefitting from Office 365’s licensing structure on your servers hosted in our data center. We’re one of only five MSP’s in the region to offer such flexibility.







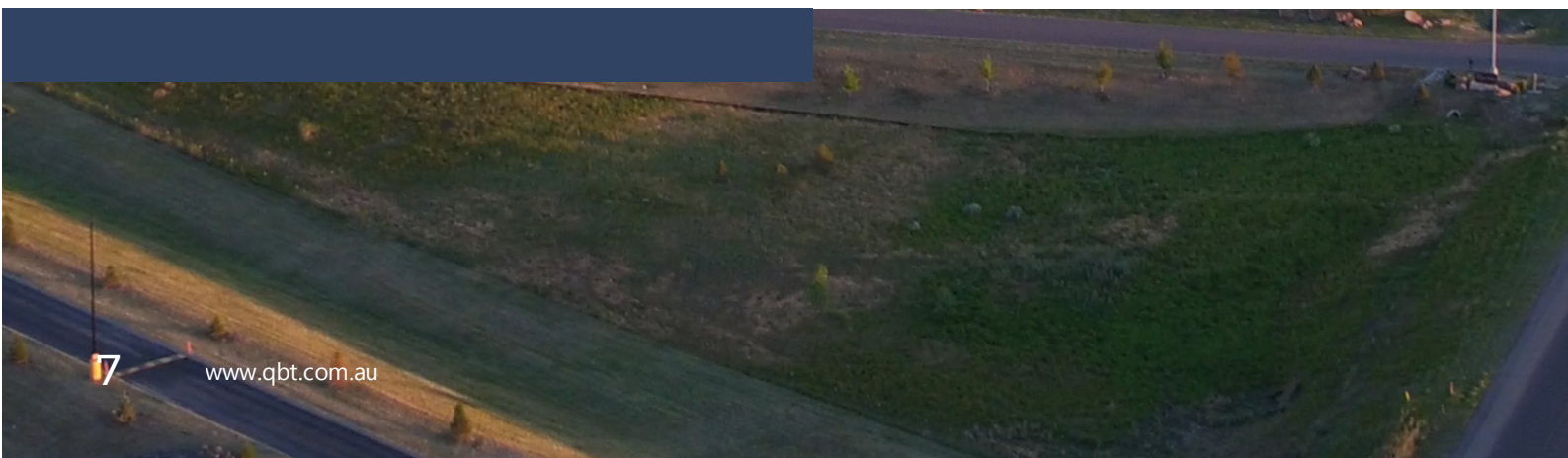
# Public Cloud – The Movement

Over the years we've seen the momentum grow behind the public Cloud and the push towards SaaS. The industry is moving towards subscription models with constant upgrades and improvements. The way of the future is indeed the Cloud.

With comprehensive cost savings from initial purchase, setup and licensing, through to ongoing support and utilities to keep everything running – the Cloud simplifies the business process.

Like everything however, there are some caveats – you can't tackle the Cloud alone, or without a huge amount of experience.

**Qbt Consulting have spent countless hours working in the back end and dark corners of these solutions finding out exactly what needs to be done to deliver world-class solutions.**







## Supporting Your Staff

Working with the Qbt Consulting process ensures that the technology solution that you're provided with is exactly what your business needs to succeed. However, a robust, feature-rich technology solution is nothing without staff comfort, knowledge and buy-in.

If your technology is the backbone of your business, your staff are no doubt the beating heart.

**"Customer support is a voluntary act that demonstrates a genuine desire to satisfy, if not delight a customer."**

The most effective way we've seen ROI being achieved is through engagement and consideration of each staff members opinion of the technology environment.

Once onboard with Qbt Consulting, you're offered a dedicated Field Support teams consisting of trained, experienced Engineers, Technicians and Account Managers to ensure your experience is satisfying throughout.

## Empowering Users

An empowered user is a confident user. A confident user is a productive user. Building technology solutions that have the power to increase profitability and sky-rocket user productivity is really only Part One of the process.

Empowering your users with the knowledge and ability to improve their workflows and their day-to-day is the cherry on top.

Qbt Consulting is committed to providing class-leading support and assistance each step of the way.





# Creative Minds, Create Answers

More often than not, business applications don't meet 100% of desired outcome. They're usually very close. Our in-house team of Business Analysts, Developers and Designers are able to connect the dots between technologies.

This ability to bring data from multiple places together to create meaningful, actionable information for your business is one of our strong points and something that we pride ourselves in.

With the expansion of the Cloud and more and more businesses moving their workloads towards in, integration and connectivity is something that will become vital to the success and profitability of your solutions.

**Our in-house team can identify, design, create and implement software solutions for any problem you're facing.**







## The Right Advice

Having a technology partner that's been around long enough to know the difference between a flashy new product and something that's going to properly fit your needs and requirements now, and into the future is priceless.

Ensuring you reach your ROI every time is a pride point for us here at Qbt Consulting. Making the right choice the first time is something we've become specialized in.

## Virtual Chief Information Officer

Coming onboard as a Qbt Consulting Managed Services client sees the appointment of a VCIO to your account. One of our Senior Management team will become acutely aware of your business, needs, desires and goals. You will then work with them regularly to manage and maintain a high-level goal and progress plan to ensure your needs and outcomes are being met.

## Over 20 Years' Experience

We've been working in this space since 1997 and in that time, we've worked in almost every industry with companies of varying sizes. Ranging from 2-5 employee micro-businesses through to 200+ seat, country wide organizations.

Our knowledge, reach and expertise are assets that can, and have, been counted on by some of Australia's house-hold names.





Get in touch with us today to find out how you can reach  
your goals with Qbt Consulting!

### Contact Details

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