

Heidelberg Materials



Heidelberg Materials strengthens its mobile estate with a future-ready solution from Focus Group

Location: Maidenhead | Number of sites: 15 | Number of users: 5000

The project

Heidelberg Materials (HMUK) is a leading supplier of heavy building materials across the construction industry in the UK. With more than 5000 mobile connections in use and a rapid period of growth underway, HMUK needed a mobile solution that could keep pace.

However, a large and fast-moving business needs flexibility. With connection volumes changing every month, complex cost centres to manage and heavy reliance on international roaming, the mobile estate needed both control and clarity.

On top of that, they also needed reassurance that any change would not disrupt roaming or impact the performance of their teams across the UK and overseas. That's where we stepped in.

The solution

To kick things off, we provided HMUK the very best pricing from the outset. The tariff structure delivered all the benefits of remaining on the EE network but at a significantly reduced cost.

We partnered with MDEE to ensure the customer would stay on an EE direct contract with all associated advantages while benefiting from the reduced tariffs and ongoing support provided by our team.

Over several months, we carried out a detailed review of every mobile connection for HMUK. Roaming patterns were mapped. Legacy tariff names were translated into current models. Each cost centre was rebuilt to meet the needs of its teams, whether they were working across the UK or abroad.

The result

Now, HMUK operates more than 5000 mobile connections on a future-ready tariff model that will adapt as the business grows. Connections can be added without affecting contract terms and removed whenever staff changes occur.

The cost saving was significant enough to prompt the business to review its historic spend. We delivered lower rates than both the existing arrangement and the requote that followed, ensuring immediate value and long-term financial benefit.

The migration has laid the foundations for a strong long-term partnership built on trust, transparency and performance. We'll continue to work closely with HMUK to maintain stability during expansion and ensure that every mobile connection remains cost-effective, reliable and ready for the future!

From the very first contact, Holly from Focus Group stood out as someone who truly understands how to build relationships the right way. She's been a pleasure to work with and a real credit to Focus Group. Please do pass on my thanks and appreciation - she absolutely deserves recognition for the brilliant job she's done and continues to do!

Daniel McDonough, Category Manager, UK Procurement Team

