

## Welcome to the November edition of Insights.

As we head into the final stretch of 2025, there's plenty to celebrate and explore.

We're kicking off with some fantastic news - we've been named **Cisco UK&I Growth Partner of the Year**! Elsewhere, we're exploring the endless possibilities of Microsoft Modern Workplace and introducing you to the latest addition to the Focus Group family.

And before you go - save the date! You're invited to *That's What I Call a 90s Winter Ball* on **7th February 2026** in aid of Focus Foundation. It's going to be an incredible evening of neon lights, 90s nostalgia, and FUNdraising! Find out more inside!



### Cisco success

We're incredibly proud to share we've been named **Cisco UK&I Growth Partner of the Year at Cisco Partner Summit 2025!** This award reflects our commitment to driving customer outcomes through our innovative use of API & Automation, helping businesses deploy faster, streamlined operations and to scale efficiently.

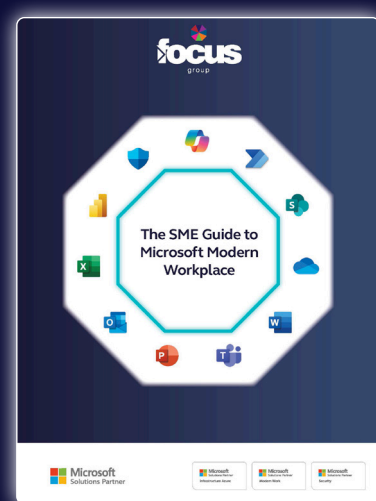
Our thanks to Cisco for this incredible recognition and to you - for trusting us you as your technology partner. Excited for what's ahead as we continue to deliver solutions that transform how our customers work!

### Microsoft

#### Modern Workplace – your FREE (and invaluable) guide!

Buzzword or game-changer? Our new **SME guide to Microsoft Modern Workplace** cuts through the complexity to show you what a “modern workplace” actually means for your business - and why it's worth making the move to this connected ecosystem.

We're talking enhanced collaboration, more engaged teams, and significant time savings on outdated technology. Whether you operate in retail, healthcare, professional services or education, this comprehensive guide provides practical tips on how to get started without the headache.



[Download now](#)

### Welcoming Chalkline

We're delighted to announce the acquisition of Hertfordshire-based Chalkline,



Chalkline are a respected name in managed IT services and cloud technology solutions. This exciting new chapter marks a further step forward in our drive to provide even greater service to our customers and our combined group is now exceptionally well-positioned to support businesses across the UK with modern, automated, and scalable solutions.

Chalkline has established a stellar reputation, particularly across London, with a customer-focused approach that aligns perfectly with our vision. Together, we're creating a more robust and intelligent network - one that delivers seamless, fully-integrated technology services.

**Whether you're scaling your business or optimising systems, our combined expertise will ensure you're always connected.**

[Read more](#)

## The big PSTN switch off is coming!

### Join our FREE webinar

The UK-wide Public Switched Telephone Network switch-off is now well underway, and Openreach have initiated a nationwide stop-sell of legacy services. This means it's no longer possible to purchase or modify legacy services which rely on ISDN or PSTN.

Unsure whether it impacts your business? We have the answers! **You are invited to our FREE webinar** to find out all you need to know about the upgrade from PSTN to next-gen technology.

No strings, just straightforward information.

**When:** 3 December 2025

**Duration:** 30 minutes

**Location:** Online (link provided after registration)

[Book your place](#)

### Peace-of-mind-as-a-Service

Over 80% of organisations say they've been negatively affected by the IT skills shortage but do you worry that outsourcing IT means giving up control? The reality is very different...

Outsourcing is no longer about losing control. It's about gaining the flexibility, resilience and peace of mind that allows businesses to focus on growth.

In our recent article, **Joe Ashley – our Cloud & Cyber Services Director – introduces 'Peace of mind-as-a-Service'** and explores how the right IT partner can help SMEs take back control and build for the future.



[Don't miss out](#)

## THE 90'S WINTER BALL IS HERE

**DOUBLETREE BY HILTON  
SATURDAY 7TH FEBRUARY 2026.**

**BOOK YOUR TABLE NOW AND  
RELIVE THE ULTIMATE 90S PARTY!**



### Step back to the 90s

We're delighted to invite you to join us for ***That's What I Call a 90s Winter Ball*** on **Saturday 7th February 2026** at the DoubleTree by Hilton, Brighton.

This is Focus Foundation's 4th annual Winter Ball, and we're pulling out all the stops with an unforgettable evening of neon lights, glow sticks, and iconic 90s hits. It's the perfect opportunity to bring your team together, network with fellow businesses in the region, and make a real difference to grassroots charities.

Every penny raised on the night goes directly to supporting local charities, helping them to thrive and strengthen the communities they serve.

**Tables of 10 are available** - but they're filling up fast so secure your spot on the guest list here. We'd love to see you!

[Book Winter Ball tickets](#)

