



## Customer Spotlight

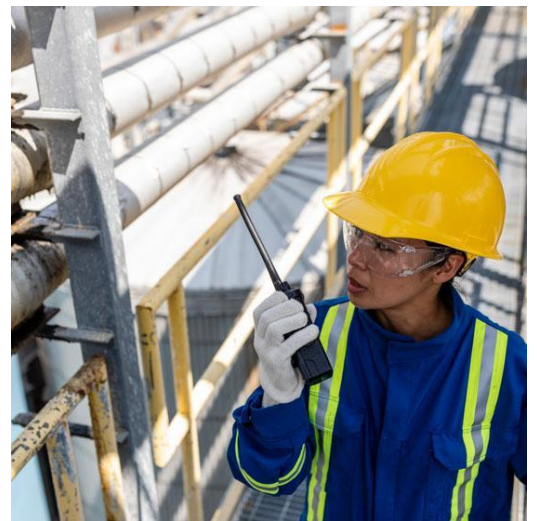
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## Can you tell us a little about BP Multipage?

*Founded in 1985 BP Multipage specialise in solutions that provide real-time, secure communications for critical needs. Based in Dublin we support, supply and maintain systems throughout Ireland and Europe. We work with many industries such as construction, healthcare, pharma, and high-tech industries – major brands rely on us to define, design, and implement the optimum communication solutions to meet their industry’s needs. Our strong engineering capability and 35-year pedigree means we know what our customers need and how to get it to them.*

## What trends have driven the need for your products/services in the industry?

*Now more than ever the construction industry has a multiplicity of communication needs. For instance, the Construction Safety Licensing Bill was recently announced, and this means a new growth of critical communication requirements within the industry including equipment that meets the highest safety standards and offers long-range signal coverage, ground-to-crane operator communications and connecting multiple trades, subcontractors, and security personnel in user groups to each other within a network. In some circumstances, there are extremely noisy and dusty environments within buildings and in open spaces where a strong requirement for reliable, clear, and instant communication is present as well as the need for communication devices to be simple to use, durable, and rugged. We partner with some of the world’s leading brands including 3M, Motorola, Kenwood, Entel, Hytera and Swatcom, to offer a wide range of communication products including, wireless headsets, ATEX-approved two-way radios, lone-worker and man-down alarm solutions and over-ear headsets.*



## Can you tell us about the industry you operate in?

*Although we work within several industries on a large scale, we have seen increasing demand from the construction and industrial sector. Having over 35 years’ experience and being Ireland’s leading critical communications supplier, we have a wide knowledge of what demands need to be met within the construction industry. One of our most sought-after products is communication headsets. BP Multipage has been supplying and configuring the most sophisticated communication headsets for over 20 years. We provide a range of headsets with in-ear radio, ear protection and mass alerts, we also provide sophisticated headsets for demanding environments. BP Multipage Ltd. is the Irish distributor for both Swatcom and 3M Peltor’s range of functional and comfortable communication headsets.*



## How have you been progressing in the last few years?

*Fortunately, we remained open for business, as an essential service, despite the covid-19 pandemic. We maintain critical communications systems throughout the country and during the pandemic these services were in huge demand and our engineers were busier than ever. We were honoured to play our small part in keeping our frontline staff fully equipped. We are in the age of the internet which means we can communicate effectively through online video calls to customers and showcase our products with online demos using Zoom and Microsoft Teams. BP Multipage has had successful growth over the past few years and we forecast that this will continue. We have many excellent solutions to offer in so many sectors as we have some great partnerships with our technology suppliers.*



## What's the company ethos?

*We are a solution-focused company that puts our customers first, we strive to always provide solutions that are reliable while meeting our client's needs. We understand every second counts in communications, and we endeavour to keep our systems maintained so they can operate at their full potential.*

## How did you first hear about CIS?

*Over recent years we have had many construction companies approach us to improve their poor communications equipment on site. We were lucky enough to have a space on the 2022 wall calendar last year and had a great response.*

## What sort of opportunities have been identified using CIS?

*We hope that through CIS we can identify and build strong relationships with customers in the construction industry offering insight into communication solutions within the industry. We know the importance of clear communication in construction to help drive efficiency, health and safety and maintain operations and we are confident we can provide solutions to operate in these harsh environments*



## What does the future look like for BP Multipage?

*Over the past two years, BP Multipage has had significant changes as we added new products and key team members to help grow our business and meet customer demands. We also moved into new premises which better suits our needs and most recently we completed the acquisition of Regional Electrical Maintenance (REM) who provide solutions for controlled access and security systems including automatic gates, doors, traffic barriers, car park systems, bollards, turnstiles, and CCTV systems. It is an ideal addition to BP Multipage, complementing our critical communications service offering, and allows us to offer a more complete range of safety and security solutions to our clients.*

**For more information on the services offered by BP Multipage**

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