

The Overview

CASE STUDY

Rivervale Contract Hire and Leasing was originally formed in May 2001, the initial headcount was 2 members of staff. Currently Rivervale have over 50 highly skilled employees. They are now in a newly built showroom to showcase all divisions of the business, which includes Used Vehicle Sales and an Aftersales department. Anything you need doing with your motor, get in touch at 01273 433 480.

Link CCTV Systems have a multitude of engineers distributed across the UK. Since the mid 1990's, Link CCTV Systems have been designing, installing and maintaining premium CCTV, access control and integrated systems for an ever increasing portfolio of commercial and corporate clients. When your CCTV system is business-critical, Link CCTV is the technology partner your business needs.

Do it the right way
Do it the Rivervale way

CAPTURING A PERFECT PARTNERSHIP



Rivervale specialise in ANY make and ANY model of cars and vans, new and used. This means that they are able to source the perfect vehicles for any individual or business. Whether it be a fleet of brand new leased vans for a business, or a pre-loved Mercedes-Benz for yourself, Rivervale have you covered.

"Customer Focused Security Solutions" is the strapline that Link CCTV strive towards. They do this by consistently providing the highest level of customer service. Always being there when a customer needs them is a must for Link CCTV. Security is one of the main focusses for all businesses so it is crucial that this is taken care of seriously by the professionals!

The Challenge

In November 2016, Rivervale moved into their new showroom in Portslade, Brighton. They needed CCTV to monitor their line-up of approved used vehicles, Bosch Car Service Centre and valeting bays. It was crucial that this data could be saved for later dates and be easily available if they need it.

Link CCTV have lots of engineers out on the road installing and servicing their products. Because of this, they need a reliable fleet of cars and vans to get them from A to B. These vehicles need to be on various finance options which allow for easier budgeting.

As shows on their signwritten vans, provided by Rivervale, Link CCTV specialise in:

- CCTV
- Access Control
- Gates and Barriers
- Intercoms
- Alarms



The Solution

Rivervale have worked with Link CCTV for nearly 5 years. Providing them with a dedicated account manager to look after all of their vehicles. This account manager will source the right vehicle for Link CCTV and then make sure that the correct finance options are taken to help budget and keep payments low.

Link CCTV installed all of Rivervale's security camera equipment in the new showroom and around the building. This has been very important to Rivervale. This has enabled piece of mind with regards to security, allowing Rivervale staff to work with less worries.

01273 433 480

www.rivervale.co.uk

Rivervale House, Victoria Road, Portslade, Brighton, BN41 1XB



"We've been working with Link CCTV for nearly 5 years. They continue to provide us with a high level of customer service as well as a high level of products. We will continue to supply them with anything needed from vehicle sales through to aftersales."

**Rivervale Sales Manager,
Duncan Stocks**

"The relationship forged with Rivervale has been accomplished through exceptional levels of customer service and reliability. We benefit from the personal touch of our dedicated Account Manager as he is attuned to our requirements and diverse fleet of vehicles"

**Link CCTV Managing Director,
Ryan Mitchinson**



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