

Newsletter



Why the increase in sales is a challenge for Hospice IT teams

You will already know that charity shop sales rose 22% in 2022, and that the retail sector had another boost this February with a sales volume increase of 1.2% which is being widely attributed to the cost-of-living crisis.

Now that shoppers are seeking out extra value in discount stores and charity shops, Hospices need to make sure stores are readily available and able to capture every sale.

With the upcoming PSTN (Public Switched Telephone Network) switch-off, Hospices need to create a careful connectivity migration plan to ensure a smooth transition to modern technology and minimise downtime.

While an increasing amount of revenue is coming through physical stores, most IT teams are looking for ways to mitigate costs in their daily operation and migrating to the cloud is an obvious way to do this.

With critical patient data at stake, Hospices need to migrate carefully over time and with security ensured for every device, location, application and user.



About Focus Group

Stay Secure in 2023 with HQP and Focus Group; our preferred technology supplier, to ensure that Hospices have secure network access across all users, devices, applications and data. Don't forget that as a HQP member you can access exclusive discounts when using Focus Group.

Focus Group is a leading managed services provider, specialising in cloud migration, zero trust, cyber security and network modernisation. As a HQP partner for over 7 years, Focus Group have ensured our members have secure and resilient infrastructure solutions to maximise trading and productivity.

Three key themes

Slow is the new broken

Slow connectivity and store outages due to legacy technology can cost Hospices thousands of pounds in lost revenue, especially with the current trends in consumer spending.

Ensuring speed and resiliency is essential, and with the upcoming PSTN switch-off in 2025, we're recommending customers use it as an opportunity to modernise their infrastructure and create a robust and future-proof retail operation.

[Prepare for the PSTN switch off in our upcoming webinars >](#)

The cloud conundrum

Covid-19 and new ways of working have accelerated cloud adoption across all industries, with organisations rushing migration to enable hybrid working. But it's well known that while public cloud solutions offer enhanced security through the power of goliaths like Azure and AWS, many organisations don't know, or haven't planned, for the impact of cloud computing on their own security strategy, which has left vulnerabilities that could easily be exploited.

Ensuring a safe environment takes time, resources and skills that many Hospices are reluctant to allocate due to strained budgets and operations. Migrating carefully and securely is essential to protecting critical data and applications, and following frameworks like the Cloud Adoption Framework (CAF) can considerably reduce the risks associated with rapid cloud adoption.

[Find out how much you could reduce your costs \(and carbon\) with this free cloud migration assessment >](#)



Hackers don't break in, they log in

2022 was the worst year on record for cyber-attacks on UK businesses. Most businesses avoid implementing or updating security measures until a breach occurs - and the impact can be devastating. Keeping payment details and patient data secure and compliant but also highly accessible for authorised employees creates a big threat surface for attackers to exploit.

Implementing new strategies like Zero Trust and Secure Access Service Edge (SASE) will enhance security, create a consistent user experience across locations and devices, and streamline products and vendors. But again, a careful and considered approach is essential for successful implementation.

[Discover Zero Trust for your Hospice in our on demand webinars >](#)

The IT landscape is constantly evolving and Focus Group are here to help IT teams navigate the evolution from the old to the new AND the necessary. We look at your IT strategy holistically across networking, cloud and security, making sure that the evolution of your operation is practical and considered.

We're offering HQP members a free half-day workshop to test the viability of strategies like SASE, Zero Trust and SD-WAN for your Hospice. To book your space in our bespoke workshop [simply fill in this form](#).