

ViNO Division

MXC
pureperformance®



ViNO EXPERTISE ENABLES ABSNet TO DELIVER SECURE MANAGED WAN FOR BERNARD GROUP PLC

ViNO partner ABSNet is a leading provider of IP infrastructure, unified communications and lifecycle management solutions. As a trusted partner to organisations spanning all vertical markets, ABSNet is committed to delivering results-focused advice and services that contribute to its client's competitive advantage.

When award-winning global freight management and logistics company Bernard Group needed to implement a WAN infrastructure capable of supporting ongoing business processes and business continuity objectives, it chose ABSNet to propose an implementation to meet its specific requirements. ABSNet then called upon ViNO to bring its carrier services expertise to bear.

The Challenge

To maintain the availability of its business critical applications, Bernard Group needed to ensure that its WAN was as resilient as possible. However, the legacy private circuit based WAN at Bernard Group was stifling the company's efforts to implement a disaster recovery

solution, something that was pivotal to the company's business continuity efforts. ABSNet was keen to provide a highly competitive proposal, leveraging the significant added value of being able to offer robust, round-the-clock managed services. However, dealing directly with carriers was becoming increasingly frustrating and resulting in weaker margins with less support during the tender process, and during pre and post installation.

Solution

ABSNet called on the ViNO (Virtual Indirect Network Operator) division of Matrix Communications to provide valuable consultancy during the competitive tender process. ViNO leveraged its significant carrier relationships to provide appropriate connectivity recommendations and preferential rates for ABSNet. After evaluating several organisations, Bernard Group tasked ABSNet with implementing a managed MPLS network across 17 major sites in the UK.

Russell Farley, Account Manager at ABSNet, comments, "The support provided by ViNO is some of the very best in terms of its knowledge of carrier services and its willingness to offer its full support throughout important tender periods. The relationships ViNO holds with the UK's leading carriers has ensured that we can achieve

Helping you to connect...

ViNO Division

maximum margins when selling connectivity with the added benefit of providing robust network management direct to the customer, taking the onus away from us."

Working with ViNO, ABSNet were able to quickly align the business needs of Bernard Group with the most suitable MPLS infrastructure for seamless cross-site communication. Following recommendations from ViNO, ABSNet opted to implement a BT IP Clear MPLS network providing the scalability, flexibility and, importantly, the disaster recovery capabilities needed by Bernard Group.

ABSNet was able to add further value to its proposition by alleviating any administrative burden from Bernard Group through ViNO's state-of-the-art NOC (Network Operations Centre). ViNO is providing seamless 24x7x365 network monitoring so that any potential performance issues can be picked up and rectified before they affect the network.

The Outcome

Russell Farley, Account Manager at ABSNet, comments, "We wanted to provision a wide area network that would meet Bernard Group's objectives now and in the future.

The team at ViNO proved instrumental in the successful implementation of this project and the value derived from dealing with ViNO will continue to pay dividends moving forwards." Dave Everest, Sales Director at ViNO adds, "ABSNet epitomises the success that ViNO can deliver through its ability to consult precisely on what the end-user requires and provide all this under the reseller's brand, earning them more margin and less hassle than sourcing connectivity direct from carriers. As well as the connectivity itself, or extensive carrier-grade monitoring support services can be deployed seamlessly to end-customers."

The Future

With network performance and application availability now achieved, Bernard Group can leverage its technology investment to add additional capabilities to its network to support its employees in delivering first-class service. Solutions, such as VoIP, that run on a converged network may now be implemented, bringing further benefits in terms of infrastructure and management costs. This presents ABSNet with a further opportunity to cross-sell communications solutions to a satisfied customer.

Matrix Communications

Innovation House
Millbrook Business Park
Mill Lane, Rainford
Merseyside, WA11 8LZ

telephone +44 (0) 870 055 0000
facsimile +44 (0) 870 055 1111
email enquiries@mxcpic.com
www.mxcpic.com/vino

MXC
pureperformance®