

>The Benefits

Video conferencing is being used on a regular basis within the company, significantly improving collaboration between senior executives and heads of regional and international offices, as well as across departments. For example, if there are available sponsorship or exhibition spaces at an event, the sales divisions will meet with their counterparts across the world via video to discuss and transfer the sales opportunity over to the other location.

There has since been an estimated 30% reduction in travel costs, according to Neil Burman, who carried out an ROI analysis with support from mvision.

Video conferencing enables staff to connect to each other at a touch of a button, and with mvision's managed service, freeing up valuable internal IT resources. All this whilst having a positive effect on the well-being of the senior executives who are travelling 50% less.

The first four units, which were the proof of concept, has now led to the second phase of the project with four more units being installed in Siberia, Turkey, Kazakstan and Ukraine.

// The whole process; from delivery of video units to multiple destinations, to the installation and set-up, went smoothly. There was very little involvement needed from me. More importantly though, is the quality of the video calls which have been excellent. This has reaffirmed the value of video conferencing and the impact it has had on improving communications at our fast-paced and global business. //

Neil Burman, IT Director, ITE Group

>Future Plans

ITE is currently considering adding further units in the China, Azerbaijan and Uzbekistan offices, as the service has proved so popular.

>About mvision

mvision is a dedicated, feature-rich, always-on video conferencing service that allows organisations of any size to meet with co-workers, customers and suppliers at any time and from anywhere via mvision's IP, ISDN and 3G connections.

mvision is a completely outsourced solution that allows an affordable access to business-quality video conferencing. As this is an outsourced service it doesn't interfere with an organisation's network.

Often saving organisations thousands of pounds in travel and communications costs, it provisions video connectivity like a utility, working on a per unit, per month subscription

basis, so there's absolutely no up-front outlay on hardware, software, bandwidth or maintenance.

mvision partner with TANDBERG for the supply of end points and are one of only a handful of fully accredited TANDBERG Platinum partners as well as the world's first approved Centre of Excellence. mvision has a 24 hour Video Conference Help desk with the largest number of TANDBERG Video engineers in the UK.

mvision clients include many SMEs and public sector organisations including educational institutions, central and local government.