

CASE STUDY

PROPERTY SECTOR

GVA



GVA is a leading UK property consultancy providing a range of property solutions to UK and international owners, occupiers, investors, lenders and developers. Its regional network of teams provides a range of services including agency, planning and urban regeneration, development, building consultancy, investment, property management, project management, valuation, business rates, lease renewals and rent reviews.

CHALLENGES

Jason Shaw, IT Director, was not happy with the coverage and performance of network connectivity to the numerous GVA sites. He felt that:

- Bandwidth was too low meaning the quality of the connectivity was not good enough
- GVA was paying over the odds for that connectivity
- He wanted to improve performance, quality and flexibility and ensure that the business was getting value for money for the service
- He wanted to avoid having to manage supplier relationships.

HOW REDCENTRIC HELPED

Having investigated costs and performance, Jason felt that Redcentric Wide Area Network (WAN) offered the best solution.

- High bandwidth at a lower price to what he was already paying for lower bandwidth
- All sites could easily be connected to the network, no matter where they were
- Managed firewall, managed backup service, hosting and Internet connection added to the overall package leading to a highly cost-effective solution.

REALISING THE BENEFITS

We needed a supplier who could provide a flexible, scalable and resilient Wide Area Network when our business was in a period of extensive growth, and I discovered we could get more for less money with Redcentric, over and above what our other suppliers could provide.

Redcentric have taken away the pain of having to deal with suppliers as they project manage everything for us. They do all the chasing up and give us regular updates so we know exactly what's going on.

Jason Shaw,
IT Director, GVA



BUSINESS BENEFITS

- Much of GVA's IT is outsourced to Redcentric meaning it can focus on its core property business
- Service Level Agreements (SLAs) guaranteed the level of service GVA could expect ensuring peace of mind and confidence in performance
- As sites open and close, they can easily be added or removed from the network wherever they are
- Good communication and support from Redcentric provides GVA with confidence in the service.

OPERATIONAL BENEFITS

- The service is more reliable and resilient and of a better quality
- IT support is available 24x7, 365 days a year from Redcentric
- It provides a flexible platform upon which GVA can build its own IT technologies
- Redcentric manages supplier relationships, freeing up valuable IT department time.

FINANCIAL BENEFITS

- Much-improved network connectivity for less money
- Access to the most up-to-date technology without capital investment
- Cost-effectiveness through Redcentric's added services
- A flexible contract which has helped towards cost reduction targets.



TECHNICAL INFO

- Network Services
 - Nationwide wide area network, consisting of multiple 100Mb Ethernet circuits, leased lines and ADSL connections as well as VPN and Internet provision.
- Data Centre Hosting
 - Colocated racks at Redcentric's data centres and multiple managed firewalls.
- Data Management
 - Secure backup of several TB of business-critical data

Together we've been able to find ways of reducing costs. With that in mind we have just renewed our contract with Redcentric for another three years.

Jason Shaw,
IT Director, GVA