



Man Group PLC realise the benefits of video conferencing to improve their day-to-day business

Background

Man Group is a world-leading alternative investment management business. Throughout its history, Man has thrived on a combination of entrepreneurship and innovation, both in its own business and through the early adoption of market developments and new technologies.

Man Investments has used Tandberg video conferencing and infrastructure products for a number of years, but were looking to embark on an extensive upgrade of their video environment. In order to move forward with this project they went to market to find a Tandberg partner whom they could work with during this challenging project, but who also had a good understanding of the specific issues that were key to Man Group.

Solution

“Previous suppliers had given us a frustrating image of videoconferencing with high costs, unreliable services and expensive installations, as well as an all round lack of support. This had contributed to a bad reputation for videoconferencing within our company which resulted in its lack of recognition as a valuable business tool. We could never maximise its potential.”

As Man Group matured from a regional to a global business, we had recognised that improved telecommunications were key to the success of this transition. VC-NET’s (AVM) bid demonstrated that they were able to provide us with the tailored solutions and support necessary for this development.”

- Emanuele Pivato, Man Group



Man Group were particularly impressed with AVM’s response to the invitation to bid for the project, as they demonstrated a slick service offering, and showed a comprehensive understanding of configuring video onto Man’s existing network. With all this in mind, Man went forward with the AVM tender.

Outcome

Through this consultative approach, consistent efficiency and customer focus, AVM delivered a solution that was reliable, more cost effective, standardised across the business, manageable and scalable.

“The improvements in our infrastructures enabled communications within the business to impact positively on the day to day lives of our staff, which was always our objective.”

Implementing the VC-NET (AVM) solution at Man Group has not only improved our communications, but our business too.”

- Emanuele Pivato, Man Group

For further information please contact us on 0845 2626 300

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