

Cushman & Wakefield selects Colt to connect its branches in Europe

**Client**

Cushman & Wakefield

Sector

Consulting

Business

Services for the property development sector

Objective

Connect its branches in Europe with high standards of efficiency and security

Services

- LANLink
- Voice Line

Cushman & Wakefield (C&W) is the world's largest real estate consulting firm, with over 12,000 employees and 201 offices in 55 countries.

Founded in 1990, Cushman & Wakefield Italia is Italy's leading real estate consulting firm, with three branches: Milan, Bologna and Rome. Its staff is organised into specialised groups of over 130 professionals providing a full range of real estate services: Business Space, Industrial, Retail, Capital Markets, Client Solutions, Valuation Advisory, Asset and Project Management, Research and Marketing.

Cushman & Wakefield represents multinational corporations, finance companies, developers, entrepreneurs, public and government agencies, and small and medium-sized businesses. Cushman & Wakefield provides consulting services for customers in Italy and abroad.

The Client's objectives

The company needed to implement a WAN that would connect its various European branches and provide certain services in terms of bandwidth, performance and

security. The network had to allow the IT infrastructure to function flawlessly when implementing such common services as BW, Internet navigation and intranet applications.

Cushman & Wakefield's European branches needed to be connected to a star centre in London, with point-to-point connections and bandwidths of 2 MB/s to 10 MB/s, with the possibility of future growth depending on the number of users.

The performance had to ensure the continuity and high level of reliability of these services, the integrity and security of the data carried, and the ability to implement such technologies as videoconferencing over Ethernet and IP telephony at a later date. This data transmission service needed to be provided in conjunction with a traditional voice service including various types of lines: primary, ISDN and analogue. In this case as well, the service needed to be extremely reliable.





// Over the past 7 years, Colt has been an invaluable partner when it comes to guaranteeing the perfect functionality of our technological infrastructure, and therefore, our business. We have always been pleased with the service; customer and technical support have been consistently competent and prompt. Faults are extremely rare and emergencies have always been handled with speed and efficiency. //

Tiziano Zanicchi
Associate Director, Cushman & Wakefield's IT Manager

Proposed solution

The project involved installing a Colt Voice Line service in Cushman & Wakefield's Milan and Rome branches and an International Colt LanLink with a Milan-London connection.

- Colt Voice Line offers a telephone service that directly connects a customer's branches to the Colt network. Thanks to the interconnection contracts Colt has entered into with over 120 telecommunications operators, the Voice Line service enables customers to make and receive telephone calls and send and receive faxes from local, national, international or mobile numbers. Colt Voice Line offers a high level of service capable of integrating new technologies on an as-needed basis, with a clear and transparent monthly billing system and rates per second, and direct cost-savings thanks to the most competitive rates in Europe and a genuine simplification of service management, along with the subsequent reduction in overheads.
- Colt LANLink is a family of Ethernet-based services designed to interconnect local area networks (LANs) as flexibly as possible, thereby providing an economical and efficient solution. LANLink offers point-to-point and point-to-multipoint services throughout Europe, extending the Ethernet standard typical of LANs to include connections with metropolitan area networks (MANs), and national or international networks (WANs).

LAN network interconnections that maintain native Ethernet protocols are faster and more reliable since they eliminate bottlenecks and guarantee the transmission of corporate data with complete security and without delays; they also reduce Customer Premises Equipment (CPE) costs, and simplify management since they use a single protocol only and optimise existing LAN resources.

Why Colt?

One of the factors that initially prompted Cushman & Wakefield to choose Colt back in 2000 was the fact that it was practically the only system at the time that could provide interconnections between all of its European branches with fibre-optic bandwidth capable of ensuring high-level performance. At that time, the Colt network already covered all the major European cities.

A series of further valuations and assessments substantiated this factor:

- Colt's excellent reputation in the market and the high level of satisfaction enjoyed by current Colt customers;

- the expertise of its marketing, technical and support staff;
- the ability to tailor services and projects to the customer's needs, with efficient and careful follow-up at every phase;
- the availability of a cutting-edge network and technologies capable of meeting all of our requirements

"Cushman & Wakefield is one of our long-standing customers, and we are immensely pleased that after seven years of collaboration, they are still satisfied with the solutions and support we provide on a daily basis to help grow their business." As Vincenzo D'Ambrosio, Director of Marketing for Colt Italy has said, "In a nutshell, our main mission is to become a partner where our customers are concerned, contributing to their success and anticipating and satisfying their needs."

Next step

To arrange a consultation or to discuss how Colt can help you:

Call: +44 (0) 20 7390 3900

Email: info@colt.net

