

Aurelius Capital Management: Improved performance and flexibility at a medium-sized business operating on a global scale

Customer

Aurelius Capital Management GmbH

Industry

Financial services

Business operations

Aurelius Capital Management (ACM) is an asset management company that specialises in structured credit products and fixed income. Founded in 2006 in Vienna (Austria) by Hans-Michael Schania, who is the majority owner, the company now employs 19 international specialists.

The company currently manages assets worth over 20 billion Euros for institutional investors including funds, banks and insurers. Global strategic partnerships support the Vienna-based financial market specialist in its ongoing expansion drive.

Challenge

Office relocation

Colt products and services

Colt Smart Office, Colt LanLink, server hosting

Colt: building on an historic partnership

Colt has provided telephony services to Aurelius Capital Management since the company's inception in 2006 and has proven itself to be a reliable, long term international partner.

// Even in our early days, it was vital that a high level of service quality was provided, as we cannot afford downtime in our industry. Colt also impressed us in terms of its pricing structure, as the majority of calls we make are to the UK and US. Colt offers the best package for companies working on a global scale. //

Hans-Michael Schania, Managing Director of Aurelius Capital Management GmbH

The challenge: full office relocation in 48 hours, with no down time

When Aurelius Capital Management relocated offices in June 2010, it needed to ensure a seamless transition to its new network to ensure service levels were maintained.

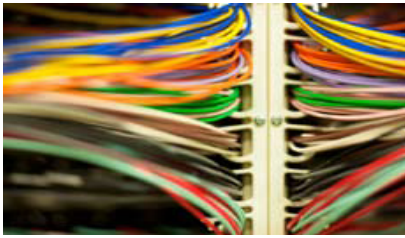
// In our industry, we can really only migrate servers on weekends, therefore we had to ensure that the relocation took place quickly. //

Hans-Michael Schania on the importance of a quick migration process.

// Many IT and telecom providers do not operate a hotline during these periods, which means there is no one to contact in the event of problems. Colt really stood out in this area; all ICT services including Bloomberg, were seamlessly migrated and up and running within a few hours. //

Hans-Michael Schania, Managing Director of Aurelius Capital Management GmbH

At the same time as the relocation, Aurelius Capital Management took a decision to reduce its number of service providers by working with Colt as a single source of network provision. Building on an already successful relationship, Colt and Colt Platinum partner Savecall have established themselves as trusted partners for delivering comprehensive advice and solution expertise.



// Originally we did not want to outsource the server, but Colt's data centre and managed services expertise and the associated data security really impressed us. //

Hans-Michael Schania,
Managing Director of Aurelius Capital
Management GmbH

The solution: A host of new services from a single service provider

Aurelius Capital Management has been able to benefit by moving from multiple providers to a single provider, with solutions carefully tailored to meet the challenges faced by a medium-sized company. It chose Colt's Smart Office solution for its new office because it provides a host of dedicated services tailored to the requirements and business issues faced by medium sized companies.

// Colt's Smart Office is flexible and is the perfect integrated solution to meet our business requirements. //

Hans-Michael Schania, Managing
Director of Aurelius Capital
Management GmbH

Aurelius Capital Management are delighted with Colt's new one-stop-shop service. What's more, Aurelius Capital Management benefits from Colt Conferencing and server hosting.

The next step: drive growth in Germany

Germany is Aurelius Capital Management's key market, with 80% of transactions coming from the German market.

The next, logical step is to migrate AVS Valuations GmbH, a valuations provider based in Frankfurt (Germany). The German financial specialist is set to move offices in November, and once again Colt will be on hand during the move. Hans-Michael Schania, Managing Director of ACM:

// Colt is not the cheapest provider, but without doubt it is the one with the most expertise. Should a problem arise, we know that Colt will come up with an ideal solution to meet our needs. Colt technicians understand our requirements and we know that this understanding is a perfect match for us. //

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