

CASE STUDY.

WHEN HANSON UK MOVED TO A SINGLE CONVERGED MULTISITE NETWORK IT TURNED TO AZZURRI COMMUNICATIONS.

Hanson Plc, leading suppliers of heavy building materials, employs over 27,000 people in 14 countries globally. It supplies millions of tonnes of building materials to thousands of customers each year in the UK.

Hanson has to coordinate its UK operations across 460 sites – sales offices, quarries and plants - IT therefore plays a critical role in facilitating the flow of information from customer sales through to on site delivery. It therefore made the decision to upgrade its network infrastructure which would allow it to scale its operations with business growth and improve performance.





"Azzurri managed to achieve our objectives from day one, including meeting our very tight timescales and delivering on budget."

Simon Lewis, Director of IT, Hanson UK

Overview.

Name:

Hanson plc

Area of operation:

Building products and aggregates

Headquarters: Reading, UK

Founded: 1964

Number of employees: 27,400

Customer since: 2004

Key technology:

BT IP Clear circuits; Cisco routers and Mitel voice gateway solution

Categories:

ICT Solutions
Voice and data WAN
Azzurri Care

Key benefits:

- Control
- Cost savings
- Network resilience
- Speed of implementation
- Streamlined management

www.hanson.co.uk

Challenge.

Hanson had four or five separate networks across the various UK divisions and sites. Networking costs were very high, with not nearly enough resilience in networking links. Hanson were looking for a more robust architecture, with varying degrees of functionality according to the sophistication of the site, and a way of integrating all voice traffic across the network in order to reduce call costs.

They wanted to consolidate the network into a single converged network to enable complete voice and data communications and transmission throughout all the sites in the UK.

Solution.

We secured the 5 year £12 million deal with Hanson through their understanding of Hanson's business challenges and their attention to detail on all aspects of implementation. The final network design was based on BT IP Clear circuits; Cisco routers and a Mitel voice gateway solution integrated into Hanson's existing Mitel 3300, Avaya INDeX and BT Meridian telephony systems.

We established a 4-man project team handling up to 20 installations a day in order to hit the tight deadline – making it one of the largest fast-track rollouts of such a network in the UK.

Each element of the network was pre-staged to ensure it could be seamlessly deployed with minimal disruption and that there were no inter-operability issues. 465 routers were pre-configured to effectively be ready to 'plug and play'.

Benefits.

Since implementation, the Wide Area Network (WAN) has had zero downtime and the number of internal support calls has been almost eliminated. As part of ongoing support, we also provide proactive 24/7/365 monitoring and undertakes regular network 'health checks' to spot and resolve potential network problems before they occur. This has freed up the Hanson IT team to focus more on strategic IT projects.

Running a single converged voice and data network has enabled Hanson to streamline management, reduce maintenance costs, and eliminate call charges between sites.

Simon Lewis, Hanson UK, Director of IT concludes: "The key factor in this entire project was managing to implement the network within our timeframe... Any issues were resolved promptly and the support we have received has been very good indeed, with the network working perfectly."



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