



## CASE STUDY 4



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"A powerful and cost effective converged network has helped innovative financial advisor Chase De Vere Financial Solutions build the right platform to support expansion"

### A FINANCIAL INSTITUTION WHO WANTED TO TALK MONEY ::

Chase de Vere Financial Solutions plc is a wholly owned subsidiary of AWD Group plc, Europe's largest independent financial services group. Chase de Vere advises many thousands of clients from 28 offices around the country and has over 450 advisers contactable via the telephone, post or through the Internet.

**BRIEF ::** To build a converged network for a company growing from 50 staff to over 400, within 6 months, at 12 un-determined locations.

**DESIGN ::** Invention is the mother of all necessity. Qube's innovative Converged VoIP Architecture was a natural fit for this requirement, especially as nobody knew where each branch office would be located, or how many people would be at each site.

**BUILD ::** All core infrastructure (VoIP Gateways, Citrix Farm, Front-Facing Web and Mail Servers, etc) was built and tested at Goswell Road, with MPLS connectivity to branch offices. The only infrastructure at each branch are the desktop PC's, printers, VoIP telephones, a switch and a router.

**RESULT ::** A cost effective converged network that is exceptionally easy to manage, because there is virtually no complex infrastructure at any branch offices, and the Citrix deployment means that help desk staff can easily guide desktop users through any application challenges.