

REIMF

Case Study



By utilizing GTT's SIP Trunking and MPLS network solutions, REIMF increased its data security and achieved significant cost savings.

The Opportunity

The Real Estate Investment Management Firm (REIMF) is a leading U.S. real estate investment manager with over \$24 billion in assets under management for its global clients. REIMF staffs hundreds of employees across multiple campuses throughout the country.

REIMF had recently undergone corporate restructuring and needed to build a new network to service its revised entity in a six-month time frame. "We were undertaking an entire infrastructure revamp," said a senior vice president at REIMF. "In addition to implementing an entirely new network, we had to migrate all of our hosted applications to a new data center, as well as rolling out new email and mobile device management systems." REIMF's IT department had traditionally focused on providing application-based software solutions to its business operations, and had outsourced monitoring and maintenance of its network infrastructure.

REIMF evaluated a number of service providers to design and implement its network, but was not satisfied with the level of service they could provide, nor the flexibility of solutions offered.

The Solution

The REIMF team knew they needed a solutions provider who could expertly manage every aspect of the complex project, end to end. This would eliminate the need to increase internal IT headcount and allow the team to focus on delivery of critical business applications, versus network installation and service migration. GTT was selected to implement a customized MPLS-based VPN solution to

GTT enabled REIMF to meet all of its requirements with a scalable network that connected its offices, safeguarding data through network diversity and redundancy. Through the implementation of the new voice and data solution, REIMF reduced its monthly recurring costs by 25% for its voice services and 15% for its data network.

connect 10 REIMF corporate offices across the United States. The network offered dual connections at each location to provide complete diversity and redundancy, including secondary MPLS connections at its corporate headquarters and data center, and secure Internet backup at smaller offices. By utilizing MPLS, GTT provided REIMF with more bandwidth and improved scalability at a lower cost versus the company's previous solution.

In addition to designing the network, GTT supplied switches and routers for each location, including configuration, installation, monitoring and maintenance. GTT also implemented a VoIP solution, leveraging its global SIP network. SIP Trunking services were layered on top of the diverse MPLS networks, resulting in cost savings through service convergence. The design provided consistent and reliable performance through resilient routing of outbound calling as well as automatic rerouting of DIDs to multiple points on REIMF's MPLS network.

"GTT's people were instrumental in assisting with the specifics of the project, working with us on everything from design of the network to installation of the routers," said REIMF's senior vice president. "The entire project contained a huge number of activities and many moving parts. GTT was an invaluable resource in helping us navigate the process in a timely and efficient manner."

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- Senior vice president, REIMF

The Results

REIMF knew from the start that the project would be challenging, and that success would mean balancing the need to cut costs with the implementation of a customized, high-quality solution in a very short time frame. GTT enabled REIMF to meet all of its requirements with a scalable network that connected its offices, safeguarding data through network diversity and redundancy. Additionally, the new SIP Trunking service from GTT provided cost savings by utilizing Cisco Cube to interface with the company's existing PBX, preserving its initial equipment investment.

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Contact Us

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