

CASE STUDY

SCHRODERS INVESTS IN DATWYLER TO ENSURE GUARANTEED FUTURE CONNECTION

Schroders decided to utilise a full Datwyler communications network in the refurbishment of its Central London location near St. Pauls Cathedral. This included 5,000 Cat 6 cabinet links and 2,500 communication outlets, coupled with 1,000 FO connections across OM3 Multimode for CER to CER and OS2 Singlemode in the backbone all utilising LC connectivity.

Asset management company Schroders was founded in 1804 and for over 200 years has been investing in a multitude of markets with business concentration in Equities, Private Banking, Multi-Asset, Fixed Income and EMD, Commodities and Property. Employing over 3300 staff across 37 offices worldwide it is responsible for handling over 580 funds on a global basis giving the company the responsibility for managing over 298 billion euros in assets.

In 2012 Datwyler opened dialogue with Schroders directly to outline the high performance of its solutions and the professional services offered in design and project support, and while impressing with these elements of Datwyler's business Schroders' policy of vendor independence had to be observed and a tender process was required for their Wood Street requirement.

Competitive tender

PTS (Planned Telecommunications Services) were engaged with the responsibility of the tender process and Datwyler were included along with three other high level solutions with which to compete.

After a full evaluation that covered both technical ability and commercial alignment Datwyler won through, after offering a level playing field to all bidders, with Line Management Group as the installer of choice.

The project ran from the end of March 2013 and represented an aggressive programme as dealers were required to be in within eight weeks to ensure the smooth running of the asset management companies operation.



Any delays would have represented potential financial implications, but these were avoided due to the close working relationship between Datwyler (UK), LMG and Schroders.

The complexity of the inter-building backbone routing was, in itself, a considerable challenge, but with LMG's experience and Datwyler's technical support this was swiftly overcome.

The installation surpassed all expectations

John Denyer of PTS consulting said, "The efficient and proactive approach of Datwyler throughout this Schroders pro-



ject, was key to expediting a challenging programme. The installation surpassed all expectations in terms of performance, and the minor issues that were encountered were handled with innovation and professionalism. The success of the project can be directly attributed to the collaborative team ethos of all involved, good communication and quality products”.

Not just another number

Ray D’Urso, Director, Infrastructure at Schroders said, “I was impressed with Datwyler’s enthusiasm to support my requirements and willingness to work as a collaborative partner meaning Schroders would be an important client to them and not just another number. I look forward to working with them again”.

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