



NEWS RELEASE

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RETAIL RECRUITER SAVES £100K WITH VIO'S MANAGED NETWORK SOLUTION

Leading retail recruitment consultancy Retail Human Resources (RHR) has slashed its medium-term network costs by more than £100,000 with a Managed Network Solution from Vio Worldwide.

Serving a candidate base of over 300,000 retail professionals and 50,000 client companies, RHR aims to be the one-stop shop for retail recruitment. The company publishes a portfolio of in-house magazines - including the monthly title 'The Appointment' - as well as a range of specialist online recruitment sites. A network of regional assessment centres is also available for clients.

According to Peter Burgess, Managing Director of RHR: "RHR faced a challenge typical of many fast growing businesses; a complex network serving different regional offices, still based on Frame Relay technology, with unsatisfactory performance at high cost, and requiring huge self-management." IT Manager Jamie Burgess could see the potential impact of ADSL on cost and network resilience, but with an inflexible single supplier contract with punitive cancellation charges, it seemed impossible to change the status quo.

Vio's Managed Network Solution enables RHR to move away from dependency on one telecom supplier and saves RHR £22k each year on network and Internet access costs. "This equates to well in excess of £100k over the life of the existing contract – far more than any cancellation charges which we stood to pay our incumbent supplier", comments Jamie Burgess.

The meshed network designed by Vio Worldwide works with a variety of telecom suppliers to provide the most economical, bandwidth-efficient solution to each site, for example: two 2 Mbps leased lines into RHR's main offices in central and north London, a radio link to an adjacent office allowing two premises to share the same line, 512 kbps ADSL connections to its branch offices in Manchester, Glasgow, Birmingham, Watford and Bristol, and a 128 kbps line into Guildford.

As new technologies become available or annual contracts come up for renewal, Vio will assess all sites to ensure the best price/performance solutions are offered. In addition, Vio provides a central ISP service, which aggregates the bandwidth requirements of all sites, enhanced by central firewall management to improve security.

Vio ensures that the corporate network is seamless across all sites, with central visibility and management, monitoring traffic and performance levels. The new network design replaces the previous central hub layout, which was dependent on one site and one router, thus eliminating single points of failure and offering peace of mind for the IT team.

As Jamie Burgess explains: "While cost reduction made a cast-iron business case for the move to Vio, there have been wider benefits. Vio's 24/7 monitoring and fault diagnostics has virtually eliminated network downtimes. RHR staff are enjoying significantly faster network access, downloads and fewer bottlenecks, and real-time Virtual Private Network (VPN) access for remote working staff is now problem-free. The fact that incoming and outgoing data is now routed via Vio's service also makes for less traffic on RHR's internal network." For RHR's management team, the real value comes from the fact that, with Vio fully managing the network, Jamie Burgess is now free to take a more strategic view of RHR's IT development.

The business continues to grow, with further regional office openings on the horizon, and international expansion in English-speaking markets. But the Vio solution is scaleable, and Jamie Burgess now hopes to work with Vio to explore the advantages of SDSL and Voice over IP. Network monitoring will help Jamie to identify under-utilised areas of the network, and by publishing RHR's web sites through Vio, he can keep web traffic at arm's length from RHR's internal network, with positive implications for security.

With the network layer now in place, the next step is for RHR to use Vio's intelligent supply chain management applications to streamline and quality-check incoming digital artwork from external recruitment advertisers, as well as automating the delivery of RHR's own publishing data to suppliers such as Wyndeham Heron, and adverts to regional and national press and third-party magazines.

Jamie Burgess summarises: "Vio's network experts understand my technical perspective on the business, and are proactive in looking for ways to make the network run more efficiently, erase unnecessary costs and help us work smarter. The installation could have been complex, since we needed to bring all offices on-line simultaneously, without hiccups. But it was beautifully project managed and 'Go Live' day was pain-free. Quite simply, Vio Worldwide has delivered massive cost savings and performance improvements, which we thought were impossible within the contractual constraints we were up against."

About Vio Worldwide (www.vio.com)

Vio Worldwide provides solutions to streamline and brand digital supply chains. The tools to achieve this include: customer-facing service portals; automated page composition; digital asset management; automated, remote preflighting solutions; colour-managed soft proofing; standards-based integration of business and production systems, including insertion management and booking reconciliation; securely managed, tracked and automated online delivery; and innovative network design and outsourced 24/7 network management. Vio Worldwide leads the way in technology standards, participating in XML standards-setting bodies for JDF, AdsML and ebiz for media. Vio Worldwide is part of Leo Capital plc (www.leocapital.com), a UK-based quoted company with over £200 million in assets.

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