



## CASE STUDY

# Out with the old, in with the niu

Borne out of the acquisition and integration of four IT and telecoms companies, niu Solutions is an ICT managed services provider and a trusted source of IT, voice, data and telecoms know how. Following the completion of its M&A integration, and a subsequent divestment in 2011 to focus on managed services, niu Solutions has refreshed its entire IT infrastructure, supporting the company brand in its move to a new headquarters.

### objectives

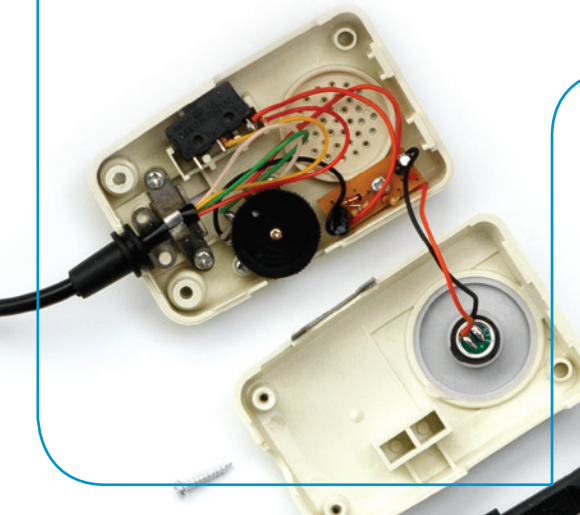
- To integrate multiple legacy domains into a single company brand
- Deploy a cost-effective new office solution incorporating comprehensive security, back-up and mobile working
- Provide roaming capabilities between its headquarters, data centres and operations centre
- Securely enable the provision of smart devices and tablets amongst corporate users

### solution

- An integrated “cloud office” solution, including Hosted VDI, Hosted IPT and Unified Communications underpinned by Microsoft Lync
- The provision of secure tablets, including iPads, to senior staff members to allow remote access of the desktop via ISO27001 compliant security techniques
- Rollout of common platform to support improved IT operations and maintenance

### benefits

- Flexible options for access to core desktop data via terminals, laptops and tablets to better support roaming users
- A unified communications platform with integration between IPT, Mobile, Voicemail and Email to centralise application
- Cost-effective VDI has reduced operational overheads and enhanced security posture



“ Implementing an integrated end to end ICT solution to support our business has created a feeling of infrastructure investment that supports our new company brand. We feel more confident than ever that these solutions provide a true alternative to legacy ICT delivery models. We are truly practicing what we preach, and furthermore, have a ready-made demonstration platform for organisations to come and see the technology in action.”

Gary Woodward, CEO, niu Solutions

## niu know how

### niu provides IT and telecoms know how.

When we say know how, we mean inside-out, top to bottom know how. We dissect your problems so we can piece together bespoke solutions. In a marketplace littered with IT and telecoms providers, we know that few if any, companies can offer the breadth and depth of expertise that is inherent within niu.

At niu we really do know how.

- application services
- desktop services
- compliance & security services
- server & storage services
- voice & video network services
- data network services
- mobile network services
- data centre services



#### Head Office

3rd Floor, 125 Wood Street,  
London, EC2V 7AN

0800 054 6060

[www.niu-solutions.com](http://www.niu-solutions.com)  
[hello@niu-solutions.com](mailto:hello@niu-solutions.com)