



CUSTOMER SUCCESS STORY

Aethra Video Communication Connects WINUEL SA

WINUEL SA is a key provider of IT solutions for power engineering, industry, and commercial enterprises and is one of the three largest software developers in Poland. Thanks to 20 years' experience in the industry, WINUEL is consistently developing its competences and is able to offer solutions and services to support key areas of its clients' business activities. Headquartered in Wroclaw, Poland, with offices located significant distances away in Poznan, Warsaw and Katowice, and key clients all over Poland, WINUEL has a daily requirement to communicate quickly and effectively. To maintain its highly professional approach in an increasingly frenetic business environment, WINUEL looked to videoconferencing as the best way of achieving its communication goals without making a major financial investment.

In 2004 the company installed a video communication system in its main offices in Wroclaw and now communicates via video with its partners, without incurring any of the costs associated with travel. As the most efficient and cost-effective remote collaboration solution, video communication allows staff to talk with remote colleagues face-to-face, to share files and show PowerPoint presentations. Company personnel use the video conferencing system on a daily basis and communicate with the other firms in the company group via dedicated Frame Relay connections. Often the system is connected for up to 10 hours a day, reflecting the extent to which employees at the company are taking advantage of the videoconferencing system. Connections take place in a variety of configurations, from point-to-point meetings to multipoint sessions connecting the headquarters with up to four other locations. Currently the company uses the system primarily for inter-staff meetings, although periodically the system is also utilized for staff training sessions, involving personnel from all the group's locations.

WINUEL were attracted to the Aethra system thanks to its excellent price-performance ratio, which offers multi-point capacity and the possibility for all participants at a virtual meeting to see each other, all at a very competitive price. A significant reduction in communication costs has also been noted since the implementation of video communication within the organisation. According to the company, considerable savings have been made both in terms of time and money. One feature the company has found particularly useful is the possibility to connect the system to a PC via the XGA port and to transfer any video image from the PC screen to the system's monitor.

The Aethra video communication system chosen by WINUEL SA is the Vega Star Silver-E. A high-quality set-top system, it is perfect for medium and large-sized videoconferencing sessions requiring enhanced audio and video quality. Its integrated Multipoint Conferencing Unit (MCU) connects up to 5 sites in mixed mode (ISDN and IP). The Continuous Presence feature enables participants at all sites to view one another simultaneously.

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