



## CUSTOMER SUCCESS STORY

### Meetings and Distance Learning with Aethra Technology

ISCEA Sas is an Italian company that organizes training courses and seminars with the use of innovative methods and applications in the field of public administration. The company has its headquarters in Naples with eight other offices throughout Italy in Ancona, Bologna, Cagliari, Milano, Roma, Tarvisio, Torino, Trieste. With over twenty years of experience in the public administration sector and with a focus on technological innovation, ISCEA deploys videoconferencing systems to offer its courses and seminars and to organize meetings worldwide. Each of its nine locations is equipped with video communications systems, allowing ISCEA customers from all parts of Italy to take part in its courses.

ISCEA recently made the decision to improve its videoconferencing network and selected Aethra for its over thirty years of experience in the telecommunications field. The company was attracted in particular to Aethra videoconferencing products for their practicality and many features offered. Aethra is today among the top four leading players for unified communications, offering the full spectrum of videoconferencing solutions over circuit (ISDN), packet (IP) and 3G mobile networks including videoconferencing end-points (rollabout, set-tops, codec, videophones, desktop); MCUs (Multipoint Conferencing Units) with full video/audio transcoding and SIP/H.323 support; ISDN to IP and 3G to IP Gateways for seamless connectivity between different networks ; Gatekeeper functionality for call control and dial plan schemes; Scheduling & Management tools.

ISCEA set up the distance learning courses with the philosophy of "Let the ideas travel and not the people," making it easier and more affordable for their clients to attend. The courses and seminars cover topics in various areas of public administration, including the organization of public bodies, the management of personnel, the management of public property, finances and financial planning, tax administration, quality control, accounting, contracts, and public services. The company also relies on its visual communications systems to coordinate and hold meetings between their nine offices. Videoconferencing has allowed ISCEA to benefit in terms of time and money, thus permitting the company to become more productive. Clients, too, have seen the perks of videocommunications, taking advantage of the affordable professional courses without having to travel great distances.

ISCEA	Aethra
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