



Customer Success Story

VIDEOCONFERENCING REDUCES COSTS AND INCREASES PRODUCTIVITY FOR REAL ESTATE FIRM

Videoconferencing for virtual meetings is being leveraged by Stilo Services Srl of Bergamo to reduce staff travel and increase productivity. The company currently carries out meetings in videoconference on an average of twice a week for inter-departmental meeting between its Italian offices in Bergamo and Milan, as well as for strategic meetings with clients and suppliers in Rome, London, and the United States. The positive results observed in terms of improved efficiency and reduced costs, has encouraged the company to push for an even greater employment of its video communications technology.

Staff at Stilo Services Srl were already using Aethra ISDN only videoconferencing equipment, when in 2006 the company decided to take advantage of the low costs offered by IP videoconferencing. The company therefore decided to replace the ISDN only systems with new Aethra solutions offering IP connectivity. Stilo Services returned to Aethra to update its video systems on account of the excellent pre and post sales assistance received and the overall positive experience of using Aethra systems.

“The MCU, dual video and voice tracking, as well as the possibility to record the meetings are functions that users have found really useful, and have resulted in an increase in productivity of around 80%. Using IP connectivity on the other hand has resulted in the company making savings on its video communication costs of nearly 100%”, explains Roberto Personeni, ICT Manager for Stilo Services. “The X5 was our choice thanks to its highly competitive price-performance ratio”, concludes Mr. Personeni.

For its IP video communications, Stilo Services chose the Aethra Vega X5 set top system; sophisticated and innovative in design, this system offers top quality audio and video, which render it the ideal tool for professional communication. The system supports multiple network connectivity, with connections up to 4 Mbps over IP. The system can connect up to 8 locations contemporarily and includes Aethra Voice Tracking technology, a patented voice-activated system enabling automatic framing of the speaker without the need for a remote control.