

LifeSize Helps BWB Consulting Improve Communications at a Distance with HD Video Conferencing

Top UK-based engineering firm uses LifeSize HD to create a more connected, collaborative remote workforce

Organization

BWB Consulting, Nottingham, United Kingdom

BWB provides multi-disciplinary engineering solutions to the property, development and construction industry. Based in Nottingham with offices in Birmingham, London, Leeds, and Manchester, the firm currently employs about 150 people across the UK.

Core competencies include civil and structural engineering, geotechnical and environmental consultancy, flood risk and drainage engineering, traffic and transportation and highway and infrastructure consultancy. The firm also offers a range of additional services including regeneration, surveying and project management.



The Performing Arts Centre formed the striking centrepiece of three buildings constructed at the Hull College's Queens Gardens Campus.



Challenge

With five geographically dispersed offices, BWB engineers and design teams spent a lot of time and money on the road. On a regular basis, managers would drive to meet with team members in the various locations, essentially repeating the same meeting with different people. As the economy continued to lack stability, the firm's finance team pushed for more efficient ways to get business done.

Also, as an organization committed to social and environmental responsibility, BWB wanted a sound alternative to travel. BWB began to search for the right communications tool to facilitate more efficient communication and collaboration among different locations, supporting project efficiency above all.



CHALLENGE

To reduce repetitive travel while increasing communication and collaboration among remote teams.



SOLUTION

LifeSize® Team 220™ and LifeSize® Passport™ HD video systems were chosen for quality, ease of deployment and price for performance.



RESULTS

Better communication and more cohesive working relationships with remote teams; Return on investment expected within one to two years.



Solution

It didn't take long for Paul Collins, director of finance for BWB Consulting, and his team to realize that HD video from LifeSize delivers better quality at a fraction of the cost over the competition.

"We were absolutely blown away," Collins said. "The LifeSize solution was by far the most economic solution available to us."

A LifeSize Team 220 system was set up in the head office in Nottingham for multiparty video conferencing, while LifeSize Passport systems were installed in the regional locations. With LifeSize Passport's compact form factor and a price point just under \$2,500 USD, telepresence-quality solutions can be deployed more broadly than ever before. Easy data share is also made possible through LifeSize® Virtual Link™, a free software download.



LifeSize Passport



Results

Since deploying LifeSize HD video systems, BWB Consulting has seen a significant boost in communication and collaboration as well as improved working relationships.

"Before we started using video, inter-office working could be somewhat disjointed," Collins said. "With multiple groups working on their own projects, it was difficult to come together and collaborate. Now, everyone can jump in a room, see their peers and discuss projects in real time. LifeSize brings a connectedness to our people and that improves the way we work."

In terms of return on investment, Collins admitted it is somewhat subjective, but that he believes the payback will occur within one to two years.

"The key here is that video significantly reduces the physical distance we previously experienced. For our organization, this technology is irreplaceable."

As for the future, Collins says that the team is evaluating desktop video solutions for the PC like LifeSize® Desktop™.

"We're looking to create a nice, virtual working environment that promotes sustainability and collaboration. Video conferencing both in and out of the office is the answer and our workforce is excited about the potential this technology brings us."



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- PAUL COLLINS, DIRECTOR OF FINANCE, BWB CONSULTING



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