



GGR
COMMUNICATIONS
BUSINESS VoIP | DATA SECURITY | MANAGED NETWORKS



Case Study

REG Windpower

REG Windpower was among the UK's original renewable energy trailblazers, starting life as the Cornwall Light and Power Company back in 1989. REG Windpower changed their name in 2010 to reflect their expansion throughout the UK and is now one of the country's leading developer and operators of small to medium sized wind farms.

REG Windpower has offices in Bath and Truro, REG Biopower in Nottingham and REG Holdings located in Guildford, forming the REG Group, with key decisions being made between a geographically spread workforce on a daily basis. As a result of this there was a high demand for team meetings which resulted in staff regularly travelling hundreds of miles between office locations, generating high travel expenses and losing critical employee time.

Previously using a dial-in conference call method to facilitate meetings between offices, REG Windpower wanted a video conferencing solution that would strengthen internal communications whilst reducing the cost of time and travel. As a renewable energy provider, the business felt a responsibility to improve their carbon footprint and portray a sustainable and green working method to their employees and stakeholders alike. To facilitate the proposed solution, the REG Group required upgrades to a few of the poorly performing business lines. With project deadlines to meet and problems with their current providers, REG were looking for a vendor who could provide them with a complete solution, giving them the confidence that all their objectives would be met on time and to the highest standard.

After a competitive bidding process, GGR were selected as the partner of choice, being the only company to offer the complete solution. GGR Communications worked closely with the team at REG Windpower to understand their business needs and choose the right solution to meet their project objectives. GGR began by replacing their existing business lines with higher bandwidth connections, giving REG the confidence they had a reliable network which would facilitate the new solution and provide a scalable infrastructure for future business growth.

With LifeSize Video Conferencing selected as a result of a trusted recommendation, the LifeSize Express 200 was chosen as the best solution for the requirements and size of the business. The LifeSize Express 200 provides REG Windpower with a flexible solution, providing HD video communication for groups, teams and individual workers, across all office locations. This LifeSize solution is one of the first video communications systems to support dual display video and content in high definition, allowing users the capability to simultaneously interact with their audience by video and data sharing.

REG Windpower now has a sustainable solution to their communications that is utilised for both internal communications between employees and external communications with stakeholders for project planning. The business now reports zero network downtime and a huge improvement on their internal communications, business expenses and employee satisfaction.

“Upgrading our network infrastructure and implementing the video conferencing solution was made easy when we found GGR Communications as a partner. With the ability to deliver our entire project objectives, GGR was the clear vendor of choice and gave us the confidence our network would facilitate the new video conferencing technology. The LifeSize equipment is an invaluable asset to our business which I am sure will provide our business with great return on investment in the future.”

Melvyn Mckeown, Technical Manager, REG Windpower