

# Client testimonial



**Customer:** SigmaKalon is a worldwide player in decorative, marine, protective and industrial coatings.

**Challenge:** To increase the use of videoconferencing by improving quality and allowing users to plan their meetings themselves.

**Results:** A successful re-introduction of high quality video communication including a planning tool for users

*“...videoconference is an ideal alternative for face to face meetings, reducing significantly the travel movements throughout the company”*

**Sander van Buschbach**, senior telecom specialist responsible for SigmaKalon's world wide area network

With around 10,000 people in over 40 countries Sigma Kalon underlines the added value of videoconferencing. Due to progressing technology and required improvements in performance and compatibility for multi conference sessions, SigmaKalon decided to do an economically justified investment in a state-of-the-art solution enabling professional communication with multiple (8 at the same time) sites mainly for interconnectivity between the existing SigmaKalon sites across the world or related companies.

“The main improvement is the IP integration and the larger worldwide coverage. Using our backup lines (SDSL) for the video conferences, helps to create synergy in cost as we have our own network. The ISDN gateway allows for 9 network connected sites and also enables external parties to set up meetings with us. Also, we are very pleased with the planning functionality allowing users to book the systems themselves, hence increasing user friendliness. We were very satisfied with Talk & Vision's involvement and are quite happy with the products they recommended” says Sander van Buschbach.

Sigma Kalon's Group Management Board was very eager to re-introduce videoconference and sent that message across the company. It was also communicated via Intranet.

The various test sessions before installation also motivated our people in using videoconference. And of course, training was done with screenshots and PowerPoint presentations.

"A good example was set by our CEO who joined from our head office in The Netherlands, a meeting in Poland by videoconference using the various elements of the system. It saved him 2 days of travelling, cost and valuable time" concludes van Buschbach.



*"We expect to further increase the use of videoconference and to make communication possible regardless of the business' infrastructure. There is already a vast increase in the use of videoconference and of course, it is improving our business communication which can't really be quantified."*

**Sander van Buschbach,**  
senior telecom specialist responsible for SigmaKalon's world wide area network



#### About Talk & Vision

Since Talk & Vision first started in The Netherlands nine years ago, it has realised healthy and promising growth in video conferencing solutions for a large number of customers in various sectors.

As well as the necessary hardware, they have clearly focused on a large range of supplementary services. These include international service and support, consultancy, training and web-conferencing and video-meeting services. Talk & Vision is authorised partner to Polycom, Radvision, Sony and Tandberg, thus ensuring its partners receive independent advice. The comprehensive portfolio of services makes it possible to outsource video conferencing activities entirely to Talk & Vision.

**Talk & Vision**

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