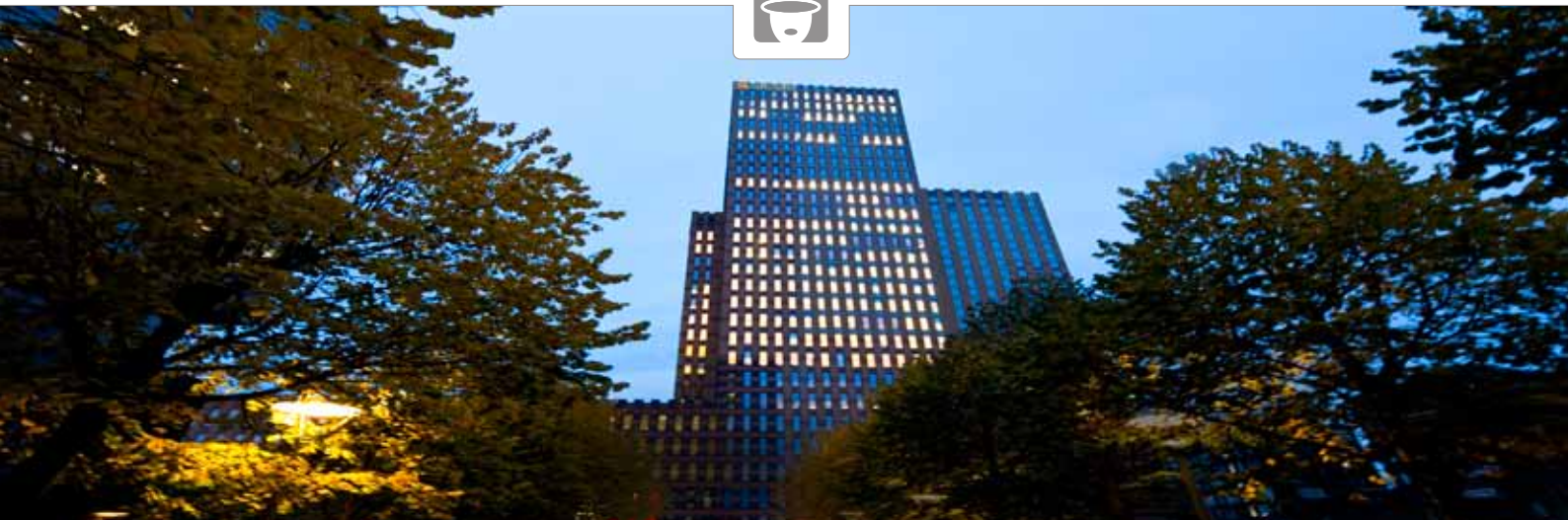


# Client testimonial



*Customer* ARCADIS is an international company that provides consultancy, design, engineering and management services in infrastructure, water, environment and buildings.

*Challenge* Bring together employees worldwide to help clients, combined with corporate responsibility for the environment.

*Results* Improved sharing of knowledge.



With over 15,000 professionals worldwide, ARCADIS embodies a worldwide network of offices supported by strong local knowledge and market positions.

They see themselves as a community of people focused on solving their clients' challenges, on exploring new ideas, on pushing back boundaries. This requires bold, innovative thinking as much as it relies on traditional, tried-and-tested approaches.

ARCADIS had been relying on a combination of video, audio and web conferencing, a mix that led to confusion and variable benefits and quality. This prompted the decision to expand the use of video worldwide.

It was agreed that by standardizing on video in their key locations worldwide they could eliminate these problems and substantially increase their communications performance. Although total cost of ownership was important to ARCADIS, performance and ease of use were key criteria in the choice for Tandberg equipment.

*“In all that we do, we try to leave behind a living environment better than the one we found.”*

*Matthew Kyte,  
Corporate Director IT ARCADIS NV*



*“Videoconferencing helps reduce our carbon footprint and is cost effective for a company that is rapidly expanding all over the world.”*

*Matthew Kyte,  
Corporate Director IT ARCADIS NV*



*About Talk & Vision*

*Talk & Vision, a company of Dutch carrier KPN, offers visual communication solutions to large and medium-sized companies in different markets worldwide.*

*With MAVIS (Managed Video Services), customers can turn to Talk & Vision for the procurement, control and management of all video communication operations.*

*Talk & Vision has its head office in Linschoten (Netherlands). Other offices are located in the UK, Germany and Belgium.*

Rolling out a worldwide program for video in combination with existing equipment presented a challenge to ARCADIS, especially in those locations where video had not been implemented before. ARCADIS expected Talk & Vision to not only have the technical knowledge to implement the equipment, but also to have the breadth and depth of experience and project management skills to roll out a worldwide program. Either directly or indirectly through its sister company Getronics, Talk & Vision enabled ARCADIS to bring the skills required to a local level. Talk & Vision managed the installations from start to finish and also facilitated address book sharing between the new and legacy equipment worldwide.

ARCADIS is looking forward to expanding the use of video for communications of both fixed hardware and software-based units. The interaction between Microsoft OCS and Tandberg will make it possible for Arcadians worldwide to keep in contact and interact between both soft and fixed clients.