

Client testimonial



- Customer:** For more than 75 years, Colt International has been the specialist in the development, production, installation and maintenance of energy-saving climate control, fire safety, daylighting and solar shading systems and solutions.
- Challenge:** Reduce travel time and costs and contribute to a sustainable environment.
- Results:** Last year, Colt's travel expenses were about 1 million euros. The investment in videoconferencing has already substantially reduced the company's travel and accommodation costs.

Colt International has been using videoconferencing since 1 July 2009. Following the successful pilot during which videoconferencing was used at a very low key, Talk & Vision is rolling the project out at Colt in Europe, the Middle East and Asia. Talk & Vision will also install 17 Polycom desktop units for daily use combined with four big meeting units of the same brand.

Antoine Ligtoet, CEO of the Colt Group: 'We were looking for a fitting and practical, good quality solution to reduce our organisation's travel expenses and improve communication. I initiated the videoconferencing project, preselected the suppliers and finally placed the order with Talk & Vision.

Talk & Vision's Managed Video Services (MAVIS) guarantee quality and user friendliness. Video communication also fits in with our goal to help improve the environment. We won the '2009 H&V News Award for Environmental Initiative of the Year' with one of our products.

During the implementation, Colt made sure that communication with its employees was good. The staff needed to be trained in the use of video communication and their knowledge incorporated in day-to-day

"We expect the savings in travel and accommodation costs to exceed the costs of the videoconferencing system, which will also improve communication and save time."

Antoine Ligtoet,
CEO of the Colt Group

activities. In many cases, this represented a real culture change. Management played a leading role in launching the system, which was announced in advance. The employees are very happy with the quality of the connection and the user friendliness of the solution.

Until now, Colt International has been using videoconferencing mainly for one-on-one discussions, meetings between the Colt Group and customers and suppliers, and with field staff. Training will soon be given in the training centres in Cuijk (The Netherlands) and Kleve (Germany). According to Ligtvoet: 'Knowledge transfer is essential for our company.'



“Talk & Vision did everything they promised and are very service oriented.”

Antoine Ligtvoet,
CEO of the Colt Group



About Talk & Vision

Talk & Vision, 51% owned by KPN, provides video communication solutions to a large number of companies in a variety of sectors around the world. In addition to supplying the necessary hardware, the company also focuses on a wide range of services, which include international service and support, consulting, training, web conferencing and video meeting services. MAVIS managed services enables companies to outsource the purchase, the full management and the maintenance of all of their videoconferencing activities to Talk & Vision. Talk & Vision is an authorised partner of TANDBERG, Polycom and Sony, enabling it to provide its customers with independent advice. Talk & Vision employs 46 people at offices across Europe. The company's headquarters are in Linschoten. For more information, see www.talkandvision.com.

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