



➤ Tegel now enjoys a new Lync Unified Communications solution

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- Neil Illsley, Tegel, Infrastructure Architect.

SUMMARY

It all starts with the name. Based upon the word excellence, Lexel represents the company's dedicated focus and promise to the market.

Made up of 'best of breed' capability pillars that customers take individually or together as a complete solution, Lexel is the largest privately owned ICT Integrator in New Zealand.

With expertise on tap, the country's market-leading poultry producer Tegel has been able to leverage such experience for the benefit of their business.

Previously enduring an aging CISCO LAN and Cisco telephone system, Tegel manager Neil Illsley not only wanted to refresh the company's LAN and WLAN network, but also install a modern unified communications solution that enabled full mobility and video conferencing.

Fast forward to Lexel's involvement and Tegel now enjoys a new Lync Unified Communications solution, offering a faster network as well as cheaper savings.

HP's networking technology provided a compelling alternative to Cisco and when combined with Lexel's direct/Tier1 HP relationship and Lexel's comprehensive network consulting capability, it made the decision easy.

Illsley says the HP Networking plus MS Lync Unified Communications solution provided a stronger ROI compared to the alternative Cisco network and Cisco Unified Communications solution. Chosen to deliver the solution after presenting the proposal in a clear and precise manner, Illsley believes the benefits of Lexel sit deeper than simply solutions.

"Tegel has been using Lexel for a number of years and it is their unwavering commitment to our business which stands out most," Illsley says.

"Compared to multinational IT suppliers, we find with Lexel we constantly receive A team service which is a huge factor in our decision making."

Lexel has a dedicated staff of over 150, has 24 years' experience and turnover in excess of \$45 million.

The company is big enough to provide the depth and certainty our customers require, yet we're not too big to offer dedicated one on one personal service that sets us apart and above the competition. It's not too big or too small and because of this we're a valued customer to them so we get that commitment, Illsley adds.

"Comparing apples with apples, Lexel offers a reasonable price. But that isn't even the main driver. For us it is about partnership delivery and making sure we get the ownership throughout - it's not just about standing up and walking away. We enjoy being seen regularly and being kept up to date with what is going on, and for Tegel, that is Lexel's unique selling point."