



## **SCALABLE COMMUNICATIONS PROVIDES INTERNATIONAL LAW FIRM WITH A FUTURE-PROOFED NETWORK**

*Charles Russell selects Scalable's resilient wired and wireless network solution*

**July 28 2009** - Scalable Communications, the leading independent provider of secure, best-of breed converged solutions announces the completion of a new LAN and WLAN for international law firm Charles Russell. Using a selection of Extreme Networks' BlackDiamond® and Summit® family switches and a Trapeze Networks' Guest Access Wireless System, Charles Russell have a flexible and resilient network infrastructure with the foundation to support future developments.

Charles Russell, a top 50-full service firm, is dedicated to developing business relationships and works with clients ranging from international organisations and FTSE and AIM listed businesses to private companies, governments, not-for-profit organisations and private individuals. Following its move to new offices in Fleet Place, Charles Russell required a new network that would offer the reliability and resiliency necessary to provide interoperability with 21<sup>st</sup> century networking solutions such as IP-Telephony. Charles Russell also needed a robust wireless infrastructure to support and seamlessly integrate both corporate employees and visitors to access the network.

"We were required to set up the new network in a very short timescale and there was no room for error," said Lee Hanley, Director of IT at Charles Russell. "Our primary concern was to have a secure, resilient network that was fully compatible with all the applications and technologies we required to run alongside it."

"In light of these requirements, we recommended Extreme Networks for the Wired LAN and Trapeze for the wireless to Charles Russell, as we knew the companies' products would more than fulfil all its needs," said Matt Cross, Senior Sales Manager at Scalable Communications.

With increased network reliability and bandwidth, Charles Russell has been able to deploy a multitude of 3<sup>rd</sup> party IP Telephony and IPTV solutions that are wholly interoperable with the network. The firm has also been able to move vast amounts of information across the whole organisation in a secure and reliable manner.

Along with improved performance and reliability, Charles Russell is now able to set up a new building as a secondary data centre for disaster recovery purposes and to improve its business continuity to further reduce downtime and risk within the organisation. In addition, it has also deployed Extreme Networks' EPICenter network management tool to further improve efficiency and operability.

"I have used other partners in the past who have recommended equipment, but in the long term, they were not experienced enough to deploy or support it," explained Hanley. "Despite working within the short timescales, Scalable Communications were quick to understand our requirements and implemented a solution that will support the business now, and into the future. Extreme Networks has the depth of development and progression that some other solutions just do not have. Eventually, we'd like to convert all the switches in the entire organisation to Extreme Networks."

"Organisations such as Charles Russell have presented us with diverse needs and require technologies that will improve operational efficiency and drive innovation within the organisation," said Gary Newbold, Regional Director for UK & Ireland at Extreme Networks. "With the proliferation of IP Telephony and a resilient network to route the voice and video traffic, Charles Russell is ahead of many of its competitors in that it has taken the steps to adopt a solution that will not only improve its communications infrastructure, but will also ensure the network is performing to the maximum level, whilst lowering its total cost of ownership."

## **About Charles Russell**

Charles Russell is a top 50, full-service law firm. We are headquartered in London with five other UK offices and international offices in Geneva and Bahrain.

Our clients range from international, FTSE and AIM listed businesses, to private companies, governments, not-for-profit organisations and private individuals.

Charles Russell's commitment to training and development and strong team spirit is a key reason for being known as a friendly practice to work with and work at. And it's not just us saying it, the firm has received several awards for demonstrating high levels of employee engagement and enthusiasm across a wide range of service criteria.

## **About Extreme Networks**

Extreme Networks provides converged Ethernet networks that support data, voice and video for enterprises and service providers. The company's network solutions feature high performance and high availability switching that deliver insight and control enabling customers to solve their real-world business communications challenges. Operating in more than 50 countries, Extreme Networks provides wired and wireless secure LANs, data center infrastructure and Service Provider Ethernet transport solutions that are complemented by a global, 24x7 service and support. For more information, visit: <http://www.extremenetworks.com>

## **About Scalable Communications Plc**

Scalable Communications is a leading independent provider of business communications solutions, enabling customers to increase productivity and reduce operational costs, by exploiting latest communications technologies and consolidating suppliers and bills.

Started in 1997, Scalable Communications has over ten years of strong performance and consistent organic growth from medium and large sized customers from both the private and public sector, including names such as B&Q, Royal Society of Medicine and Cambridgeshire County Council. With a customer retention rate of over 96%, Scalable Communications can be relied upon to transform an organisations' business communications.

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