

# BT unifies Nutreco communications in the cloud.



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Henry van de Ven, CIO, Nutreco



## Challenge.

BT has secured a contract with Nutreco, a global leader in animal nutrition and fish feed, for the delivery of a complete, cloud-based, unified communications and collaboration (UCC) solution. BT will streamline Nutreco telephony, presence, instant messaging and conferencing capabilities onto a single cloud platform – on a pay-per-user basis – for up to 5,000 users globally.

## Solution.

By enabling collaboration across audio, video and web conferencing, the BT solution speeds up decision-making and will increase the productivity of Nutreco employees. The global scale of the solution will help the company achieve its growth ambitions in markets like Latin America and Asia Pacific.

The new solution, based on BT One Cloud Microsoft, is also expected to deliver significant cost savings by routing international calls over the BT global network and reducing the volume of email and voicemail as employees collaborate in real time.

The new infrastructure will be underpinned by the BT One Voice SIP trunking service. The SIP protocol enables cost-effective call routing, helps reduce costs by simplifying the core infrastructure, and eliminates the need for investment in hardware.

## Value.

“BT is one of the very few providers capable of delivering global collaboration solutions based on Microsoft Skype for Business, a well-known solution appreciated by our users,” said Henry van de Ven, CIO, Nutreco.

“BT enterprise-grade cloud services help us avoid additional investments and are a good business case compared to the old PABX world. Their technology will improve the working conditions of our employees by enabling real-time, global collaboration and reduce the need to travel. We believe that they are the right partner to help us drive sustainable, profitable growth.”

Corrado Sciolia, President, Europe and Global Telecom Markets, BT Global Services, said: “We look forward to working with Nutreco and supporting their growth plans around the world through more productive and better quality collaboration across their employee base.

“The cloud solution we are deploying is designed to improve the Nutreco customer experience in a cost effective way, by bringing together the best collaboration services in the cloud – our own and those of our world class partners. This is fully in line with our cloud of clouds vision, aiming to empower large organisations to connect easily and securely to the applications and data they need, wherever they are hosted.”

## Core services.

- BT One Cloud Microsoft
- BT One Voice SIP trunking

## Offices worldwide

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