

## The Client



## London Stone

## Background

London Stone are a specialist supplier of exterior natural stone paving and individually crafted bespoke stone products. A successful and fast growing company, they have become increasingly dependent on their IT systems to manage all aspects of their business – including sales, stock control, purchasing and finance.

## The challenge

London Stone has opened up new regional sales offices to attract new customers but was finding the performance of their mission critical application was not acceptable at remote sites due to bandwidth limitations. In addition it was not

meeting required response times at the head office because of the available hardware resources.

London stone were also looking to setup additional offices to continue their growth but were restricted due

to the constraints of their IT solution. If a viable solution was not found this would soon become a business limiting factor.

## The solution

Avagio recommended that London Stone move to Avagio's hosted desktop cloud solution located in a Bristol based Tier 3 datacentre. This solution, consists of hosted desktops for all users, their central applications, email and all data.

The full cloud solution has delivered several business benefits to London Stone Paving:

- Response times for the slow mission critical application have improved from approximately 10 to approximately 1 second for all users - a massive order of magnitude increase in speed.
- London Stone do not have to be concerned about owning and managing IT hardware with ongoing expensive upgrades.
- London Stone can add more offices as required without needing to worry how they will share the central IT systems. In addition, extra computing resource can be deployed to their systems as required to meet their increased user base requirement.
- London Stone do not have to put in place expensive disaster recovery solutions as this is included as part of the solution.
- Flexible working – employees can now work easily from anywhere and are no longer tied to their office networks.
- London Stone now only pay each month for the users that are actually using the system.



## Duncan Walley, Finance Director says:

*When the company ERP software was upgraded this year, unfortunately the speed left a lot to be desired. We have a multi-site sales operation and it is vital all branches have fast, real time information to hand. Having staff waiting for screens to load is very unproductive and the decision was taken to upgrade the IT infrastructure. Having spoken with Adam and Brett we were offered three options, and opted for the hosted Avagio Cloud solution as recommended.*

*There were some initial teething issues as to be expected, which were dealt with in the usual efficient Avagio manner, but the speed improvement experienced from day one was very impressive, and the flexibility to work anywhere and add new sites as we grow was also a major draw for us. We were also planning on installing a leased line at the main sales office, however this is no longer required, a saving of over £6000 PA”.*

**For more information on this, and similar projects,  
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### AWARDS

