



colt

Case Study

Flexibly supporting an expanding business with resilient networking



DAC BEACHCROFT

The customer:

An ambitious legal company

DAC Beachcroft is a leading international legal business with more than 2,600 people in locations across the UK, Europe, Asia-Pacific and Latin America. It takes a partnership approach with its clients, providing tailored commercial, transactional, claims, risk and advisory legal services, to help them achieve sustainable growth and to defend their business and reputation.

The challenge:

A growing international business

With the international side of its business continuing to expand, DAC Beachcroft needed to put in place a global network that could provide the performance and resilience the organisation needed to maintain operations across a wider geographical area.

“We’re becoming a much more internationally-focused business, and we needed to move away from our reliance on our mostly UK network and our onsite infrastructure,” said David Aird, IT Director at DAC Beachcroft. “We decided to look for a network partner with a worldwide reach that could support us across the globe and could scale with us as we grew internationally.”

The solution

A flexible global MPLS network

After a tender process, DAC Beachcroft chose to work with Colt. “Colt offered a robust solution that represented good value, and had the network reach to provide the services our business increasingly needs across the globe,” said David. “I believe that people buy from people and that was certainly the case here. We liked the Colt team and they seem to be a good fit culturally.”

Colt provides a global MPLS network to around 20 sites around the world, including all the company’s main locations across South America and EMEA. This allows DAC Beachcroft to connect its locations, people and data with a flexible, resilient network that can adapt quickly to changes in the business.

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David Aird,
IT Director
DAC Beachcroft



The benefits:

A flexible approach to resilient networking

Resilience and reliability

“With Colt, we have a reliable and truly global network now,” said David. “Colt was extremely thorough in providing a much greater level of resiliency to each of our offices, and making sure we have greater diversity and no single points of failure.” This makes sure that DAC Beachcroft’s business can always continue operating, protecting its revenue and reputation.

Supporting the company’s ambitions

The Colt network supports DAC Beachcroft’s business goals by helping it to expand into new areas. “In the last few years, our international business has grown significantly, and we’re continuing to explore new opportunities,” said David. “Working with Colt makes it easier to resolve problems and to manage change, because the team is really responsive and professional. Whenever we need support with new offices, or moves, adds and changes, it’s really easy to get things done and they happen quickly.

“During the Covid pandemic, for example, we needed more capacity rapidly and Colt responded extremely quickly. Their attitude was focused on enabling our business, rather than admin and processes creating an unnecessary barrier – a single phone call meant that within a day or two we had the extra capacity installed.”

A recent technical workshop explored the potential benefits of moving to an SD WAN model in the future to accommodate DAC Beachcroft’s rapidly progressing cloud strategy. “As we move towards cloud, we’re looking forward to working with the Colt team on agilely making changes to our current infrastructure and the technologies we use,” said David. “Colt’s willingness to be flexible and to be led by our changing needs, rather than being commercially rigid, is something we really appreciate.”



For more information,
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