

RINA Boosts Staff Productivity and Cuts Expenses by Implementing RADVISION's Video Conferencing Solution

About



SHARING KNOWLEDGE
AND EXPERIENCE

Customer: RINA S.p.A
Country: Italy
Industry: Maritime Services
Product: RADVISION'S Total SCOPIA Conferencing Solution including XT1000 Room and VC240 Desktop Systems, SCOPIA MCU with Recording, PathFinder Firewall Traversal, ISDN PRI Gateway, and iVIEW Management Suite

About RINA S.p.A.

RINA S.p.A. is the operational company of Registro Italiano Navale founded in 1861, one of the oldest ship classification companies in the world. RINA S.p.A. and its subsidiary companies operate mainly in the fields of ship classification, certification and advanced services to the maritime industry.

Headquartered in Genoa, RINA Group's business activities include certification, verification, control, assistance and consultancy services to economic and institutional operators. The Group employs more than 1,600 people at over 110 branch offices worldwide, 40 of which are in Italy.

For more information, visit www.rina.org

The Mission

RINA was originally established by ship managers and owners to serve Italian maritime operators. Over the past 150 years, it has expanded to meet the needs of a constantly evolving international economy. This growth has hinged on many strategies, including effective communication among RINA's global network of offices and subsidiaries with frequent training for staff worldwide.

Like many successful international businesses, RINA was keeping meetings and training activities to a minimum to save the time and money involved with travel. In

order to maintain their competitive edge, however, the company realized that they needed a video conferencing solution to make communication easier and faster and reduce the costs associated with recurrent meetings between managers of different geographic areas. The solution would also enable employees at satellite branches to remotely attend training sessions, thus significantly decreasing the costs associated with trips to the company's headquarters in Italy.

The Challenge

RINA's main challenge was to find a video conferencing solution that was not only scalable and user-friendly, but also capable of interoperating with existing infrastructure.

Furthermore, it would need to accommodate diverse IP and ISDN connections and have the ability to connect video endpoints from different vendors.

The Solution

RINA selected and deployed a complete RADVISION SCOPIA Conferencing Solution including room and desktop systems, multi-party conferencing with recording, firewall traversal, ISDN gateway capabilities and management software.

RADVISION's platform provides RINA's users with multi-party video conferencing while monitoring and centrally maintaining the entire infrastructure, including the various endpoints. The system integrates capabilities to manage and maintain the video network; register and authenticate endpoints; share data; schedule video conferencing

sessions, web conferencing, live streaming and recording of events; and to connect with users from the public PSTN through the centralized ISDN video gateway. The architecture also includes RADVISION's PathFinder Firewall Traversal, to easily connect H.323 endpoints outside the RINA network while maintaining security.

Due to the ease of use of the endpoints and centralized infrastructure, RINA was able to connect 12 of its branches in Italy and abroad in the deployment's start-up phase - allowing for a collaboration experience never obtained before.

The Benefits

RINA reports that its new RADVISION system has boosted staff productivity and accelerated processes which have led to an overall increase in business. In addition, travel costs have significantly decreased and existing applications within the company are now being utilized more effectively.

By adopting SCOPIA infrastructure, RINA has been

able to implement video conferencing on a massive scale. Centralizing the ISDN gateway has enabled the company to reduce the number of branches needing dedicated ISDN lines, which has also contributed to considerable financial savings. ISDN connections are now used solely to maintain interoperability with ISDN connected endpoints of partners and suppliers.

Looking Forward

RINA plans to add a new MCU in order to support the increase of video traffic over the network. Upon project completion, the company expects to have a RADVISION SCOPIA video conferencing system in each and every branch across Italy and the rest of the world.

About RADVISION

RADVISION (Nasdaq: RVSN) is the industry's leading provider of market-proven products and technologies for unified visual communications over IP and 3G networks. With its complete set of standards-based video communications solutions and developer toolkits for voice, video, data and wireless communications, RADVISION is driving the unified communications evolution by combining the power of video, voice, data and wireless – for high definition video conferencing systems, innovative converged mobile services, and highly scalable video-enabled desktop platforms on IP, 3G and emerging next-generation networks. For more information about RADVISION, visit www.radvision.com

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