



CASE STUDY: OCTOPUS INVESTMENTS

What makes TransWorldCom so special for Octopus?

Octopus began life in 2000, out of the front room of one of the company's three founders and they haven't stopped growing since. From the very beginning, they've invested in the ideas, people and enterprises that might one day change the world. They believe in delivering something better and today they are building companies that people love and which make a difference.

They now have over 500 employees and have built market-leading positions in tax-efficient investment, smaller company financing, renewable energy and healthcare. But no matter how big they get, they keep doing the simple things well and keep looking after each of their customers, day in, day out.

The Challenge

Octopus continuously seeks to utilise technology to enhance staff and customer experience. Octopus selected TransWorldCom to enhance the customer and staff experience, while driving greater business efficiency. TransWorldCom has used several carriers to provide Octopus with a robust, fast and secure data network.

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The Objectives

Octopus wanted a cost-effective solution which would enable a positive staff and customer experience as well as being available to deploy quickly. Additionally, it was important that Octopus has a robust and secure solution using best of breed carriers, so the business could maximise the quality of communication data.

The Solution

The use of fibre data communications technology and the managed services TransWorldCom provides, enables Octopus to significantly access data and applications faster and more securely. The use of new applications across several carriers as they become available helps Octopus to deliver a highly resilient network. Using these applications, allows greater visibility into the activity

that is taking place across the infrastructure to better manage its capacity, quickly respond to changing demands and provide robust secure incident and event management. Lastly, if a particular carrier's network is severed by roadworks or a significant core infrastructure issue, another carrier can take over quickly.

The Business Outcome

The benefits realised by Octopus are:

- Freeing staff from routine infrastructure tasks so they can focus on supporting new developments and achieving business objectives.
 - Access to Cloud services that can be delivered down a number of fibre network routes.
 - Assured availability of systems in the event of a disaster through geo-resilience.
 - Support for rapid testing and development environments.
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Summary

TransWorldCom enabled Octopus to have a robust, fast and secure data network. Utilising TransWorldCom's managed service means that Octopus' busy infrastructure team can focus on project work to achieve business objectives and leave the day-to-day management of the data network to a highly responsive support team.

