



## BUILDING ON SUCCESS

Gaining strategic advantage through networks

### Consolidating multiple IT networks

Following the acquisition of Vedior by Randstad in 2008, a new global leader in recruitment and HR services emerged. As with any merger between companies the resulting IT infrastructure can be fragmented and, if left unaddressed, become extremely complex to manage and costly to maintain. The company therefore decided to consolidate its networks in a bid to increase security, reduce costs and provide its employees with a communications platform for easily sharing information on candidates, job vacancies and market research.

An Easynet customer since December 2002, Randstad has implemented an Easynet managed MPLS network, which is, along with its co-located server estate, Internet breakout, Managed Firewalls and VPN services, managed entirely by Easynet Global Services.

Lee Smith, UK CIO at Randstad, comments, "Randstad prides itself on supplying a joined up approach to its customers' recruitment needs. We make sure we share knowledge and best practice between our offices to ensure the best person is always put forward for the right role. We realised that in order to continue successfully doing this across all of our offices in the UK, our IT network needed to be running as efficiently, reliably and robustly as possible. Having a number of unconnected networks resulting from the merger just wasn't sustainable, so it made perfect sense to consolidate all of our networks into one fully-managed offering. Based on our years of working with Easynet, we knew they would be able to provide us with the most comprehensive solution."

### Highly competitive business environment

As Randstad operates in a highly-competitive and fast-moving business environment, its employees need to be able to share information quickly, and this means they depend on having a reliable, high-performance network at all times.

Smith explains, "Modern recruitment practices require high availability of both company systems and online resources in order to remain competitive. If our network goes down, we aren't in business. It's that simple."

With a large number of offices distributed all over the country, Randstad found it was not getting best value for money from its corporate network. Easynet Global Services has helped it transform its network into a strategic business asset, delivering real value to all areas of its operations.

Smith continues "Over the years, Easynet Global Services has more than proved its worth as a provider. Not only has it continued to invest heavily in its network, but its account managers have also invested heavily in understanding our business and its priorities. During times of change in our business, Easynet staff have deployed to our sites for extended periods to really get to grips with our business. When we explained the difficulties we were having, the team was very proactive in offering a solution that met our requirements."

## Going live in a weekend

Easynet Global Services implemented a managed MPLS network over a single weekend, thereby causing minimal disruption to the business. The whole transition ran according to a tight deadline, and when Randstad's offices reopened for business on the Monday morning, everything was operating as normal.

Randstad UK's own IT department works on a variety of application development projects to improve business productivity and efficiency. This means they have to keep abreast of the latest software and recruitment industry developments, as well as the current competitor offerings. By entrusting the end to end management of its network, as well as oversight of its co-located server estate, to Easynet Global Services, Randstad's own IT staff are able to dedicate their time and focus on helping the business gain strategic advantage through its use of technology.

Looking to the future, Randstad foresees moving its IT infrastructure entirely into the cloud. The company is currently working with Easynet to implement a new private cloud infrastructure across the entire UK and is also considering the possibility of deploying other Easynet services, which includes Managed Video Conferencing and IP telephony.

Smith concludes, "The stability of Easynet's network and its commitment to service delivery has encouraged us to look into what other services could be beneficial to our business. We already entrust Easynet with managing our network and storing our servers in its datacentres. Its vision for the role of the network fits perfectly with our own plans and we are actively discussing how our relationship could develop further."

**"Choosing a strategic partner like Easynet guarantees that we receive the support and understanding that we need from our service provider. They feel more like a partner of the business rather than a supplier."**

**Lee Smith, UK CIO, Randstad**

**"We are very proud of our longstanding relationship with Randstad. To remain at the forefront of the dynamic global recruitment industry, Randstad are heavily reliant on a robust MPLS network, which sits at the heart of their operations. We are looking forward to working together on the deployment of future projects that will deliver tangible benefits."**

**David Rowe, CEO, Easynet Global Services**

## Company profile

Founded in 1960, Randstad is a global leader in the provision of recruitment and HR services, operating in more than 40 countries. The company has 28,000 employees working from a global network of over 4,000 offices.

In the UK, Randstad operates its multi-specialist recruitment business with 2,100 staff working from 154 locations. Randstad covers the recruitment needs of its customers by supplying potential candidates from within a number of different sectors including: finance, banking, IT, HR, sales and retail, marketing, manufacturing, education and health and social care.

Randstad is recognised for the high level of business insight and specialist market knowledge in each sector in which it operates. This is combined with a genuine understanding of its client's individual culture, enabling them to provide the right fit, the first time around.

