

# SaskTel Business Communications Solution

**“SaskTel provided us with a very reliable way to deploy both data and VoIP.”**

Michael Blair, *Technology Supervisor*  
– *Landswest School Division*

## BACKGROUND

For the past four years, Michael Blair has worked as the Technology Supervisor with Landswest School Division. This particular division encompasses 14 schools, 330 employees and 2,100 students. In this time, Michael has acted as the main architect in the design, construction, expansion and management of the division's Wide Area Network and Local Area Network as well as VoIP.

## CHALLENGE

Last year, Michael traveled up to 6,000 kilometres each month. It was obvious that travel time was becoming very costly and time consuming. Michael needed to find a way to reduce travel time and increase productivity.

## SOLUTION

After the organization installed Nortel Business Communications Manager™ (BCM), a converged communications system that delivers voice, data and VoIP networking services over a single platform, Blair's monthly mileage dropped to 2,500 kilometres. “We look after 600 computers in 15 sites. After deploying eight BCM devices in my division, with remote management, I save about two hours of travel time each day,” Blair stated. Remote management allows BCM users the ability to effectively service both their hardware and software from a remote location. As Blair stated, “We can be more proactive because we don't have to drive to the site. If something needs to be done, we can do it from the central office.” He went on to say, “Business Communication Manager is a very reliable way to deploy both data and VoIP.” Best of all, the reliability, improved productivity and cost savings make the project easy to justify to the school division's board of directors.

Would he recommend the service to colleagues?  
Blair says he already has.

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