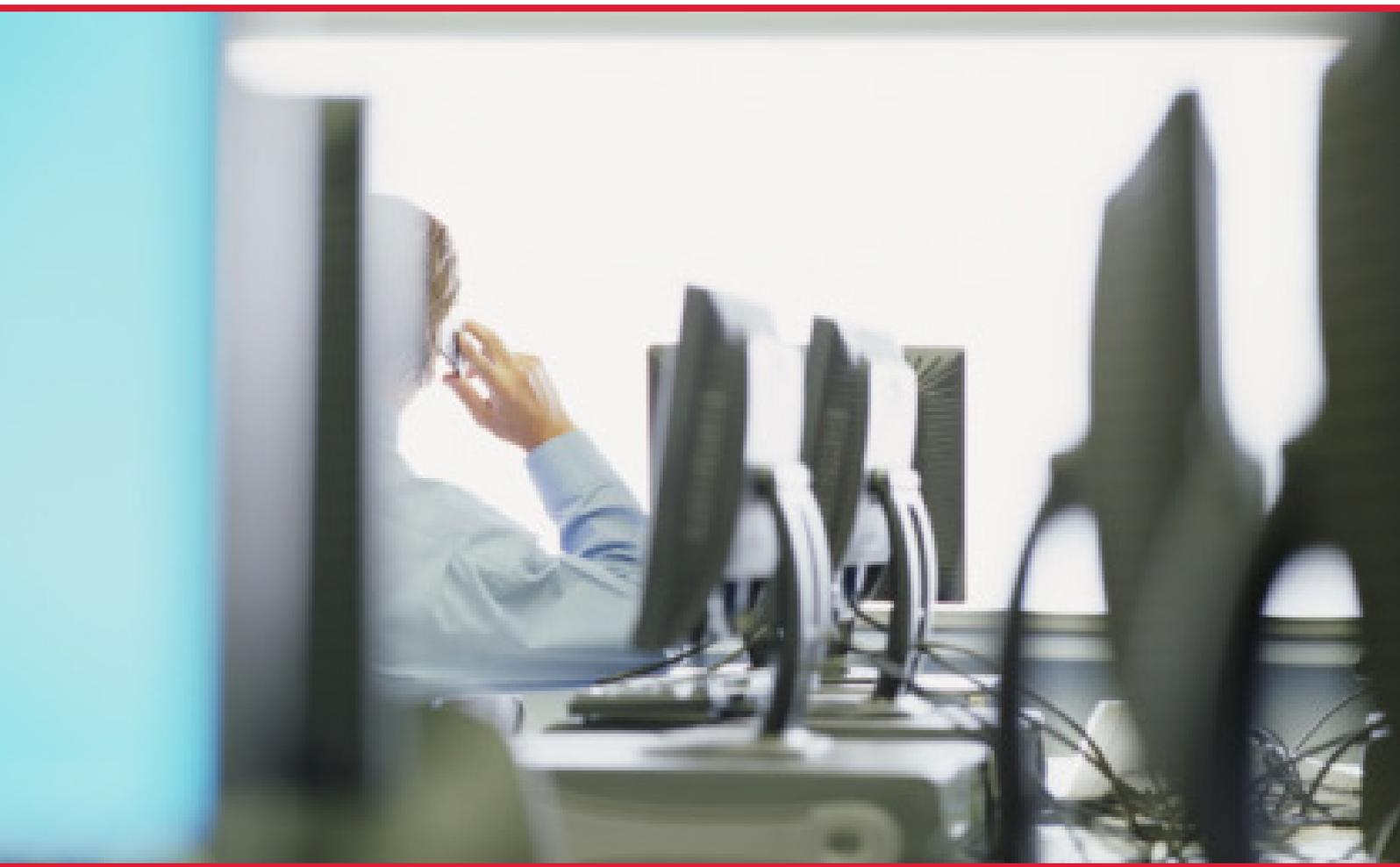




Connectix
Cabling Systems™



Case Study

Research Machines (RM)

Location

Milton Park, Abingdon,
Oxfordshire, United Kingdom

Global Headquarters

500 Avenue West Braintree Essex CM77 7AA England
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Project Breakdown	
Client	Research Machines (RM)
Location	Milton Park, Abingdon, Oxfordshire
Market Sector	Major supplier of software, services and systems to UK Education
Approved Partner	Connectix Services
Installation Type	Various

- 100,000 RM PC's being used daily over Connectix Cabling systems
- 3,000 new RM cabling infrastructures
- Initial help in rectifying existing problems on legacy systems
- Wide range of 10/100 and Gigabit networks installed into Primary and Secondary schools.

Customer Overview

Research Machines (RM) is a major supplier of software, services and systems to UK education. RM was founded in 1973 by Mike Fischer and Mike O'Regan. As of 2006, RM had 2,137 employees, the majority based in their headquarters located on Milton Park, Abingdon, Oxfordshire. During the 1980s the company was a supplier of microcomputers to the education sector, for example as part of the UK's Microelectronics Education Programme, producing the 380Z, Link 480Z and Nimbus PC-186 models.

The company now offers many products and services most of which are aimed at the primary and secondary education market. In education circles many of their products are well known such as Community Connect 3, RM Note Bus trolleys' and smart white boards. Since the break up of rival company Acorn Computers, RM PCs and other ICT products have been the front runners. Under the Computers for Schools scheme, supported by supermarket chain Tesco they have dominated the market.

Contract Summary

RM began the relationship with Connectix in September 2001. At this time RM plc needed the expertise of a cabling system manufacturer to help rectify existing problems on legacy systems. In addition it was seen as opportunity to develop a project team for future installation and support. Over five years this team successfully installed and supported 2,262 schools with cabling systems (Cat 5E, Cat 6 and OM2/3 fibre), cabinets, ethernet switches (Networx, Cisco, HP) and ethernet wireless products (Cisco, DLink). This helped RM turn a corner in their deployment of LANs. All of the projects that Connectix managed were key to the installation of RM software and essential for the development of schools from North of Scotland to Cornwall. A further 878 schools were supplied product only for example "School Share Packs" for IT technician installation.

"It is in our view that this should prove that Connectix products and services are recommended highly by RM. Anyone considering other manufacturers should take heed of RM's experiences and look at the proven track record of Connectix".

Keith Spence, Solutions Director at Research Machines

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