

TANDBERG Customer Profile: Triumph International - Japan

Client: Triumph International
Contact: Dinesh Kurle, Manager Systems and Networks
Title: Videoconferencing: Mission-critical



About Triumph International

Triumph International is an enterprise operating worldwide. The Company's core business is the development, manufacturing and marketing of ladies' underwear, sleepwear and swimwear. Triumph International was established in Germany in 1886.

The company's subsidiary in Japan has seven offices spread all across the country.

Systems in Use

Japan covers a large geographical area, and Triumph International Japan covers the whole country through seven offices. All seven offices in Japan have a TANDBERG 880 installed.



The Solution

After considering different vendors, Triumph International Japan decided to go for TANDBERG equipment and a single vendor policy.

"TANDBERG have a good reputation for reliable videoconferencing systems", says Dinesh Kurle, Manager for Systems and Networks. But one of the main reasons for choosing TANDBERG systems was their ability to share documents", Kurle continues. "With sales offices in seven cities, it was imperative for us to have videoconferencing systems with excellent document sharing capabilities."

Mission-Critical Technology

Videoconferencing has grown to be a mission-critical technology for Triumph. Every morning all seven offices meet via videoconferencing to discuss potential sales and exchange information. "Videoconferencing is used extensively", Mr. Kurle states, "and it has become an extremely important tool for our organization. Both the sales forces and management uses videoconferencing to communicate today."

Close to 100% utilization

All videoconferencing systems are used extensively. In fact, videoconferencing systems are used throughout the entire working day. "Our sales persons do not travel outside their region. We totally rely on TANDBERG systems in our day to day business, and actually have close to 100% usage of the videoconferencing systems every day", Kurle concludes.

About TANDBERG

TANDBERG is a leading global provider of collaborative communication solutions. The company designs, develops and manufactures videoconferencing systems and video management software. The Company provides sales, support and value-added services in more than 60 countries worldwide. With dual headquarters in New York and Norway, the Company has major offices in the United Kingdom, Sweden, Italy, Canada, China and Japan. TANDBERG is publicly traded on the Oslo Stock Exchange under the ticker TAA. For more information, please visit www.tandberg.net.