Hutchinson Networks provide our customers with the ability to quickly scale projects around the world whilst also providing a simple, single point of contact that ensures a consistently high level of overall service.

We are led by our customers’ business drivers and our portfolio of multi-vendor solutions guarantee that we meet, and often exceed expectations.

We engage at any point across the network lifecycle and are passionate about the positive impact and competitive advantages that can be achieved for our customers, through the services we deliver.

Hutchinson Networks have a proven track record of successfully completing projects spanning 6 continents and 80+ countries worldwide.

We utilise an extensive network of engineers and consultants to deliver multi location projects on time and within budget.

Our Enterprise Services grew by more than 100% last year and we expect to see substantial growth throughout 2018.

Our in-house resources include technicians of all levels, from 24/7 remote support through to CCIE level engineers covering the whole network lifecycle.

Hutchinson Networks has grown year-on-year and is fast becoming recognised as one of the most expedient, effective and customer focused Global IT solutions providers there is.

Paul Hutchinson
CEO

Company Background

KEY SERVICES

- Deliver and scope projects to the most exacting standards
- Fast, high quality and reliable solutions that exceed our clients’ expectations
- Offer a range of solutions that can be delivered on-time and on-budget
- Strategic advice and consistent project delivery, providing constant improvement for our clients
- Consistent solutions and impartial advice based upon industry best practice
- Highly skilled Project Managers, using Prince 2 methodology to ensure projects are delivered within our clients’ timeframe, budget and scope

Michael Philliben
Enterprise Services Director

Our strong network of relationships has enabled us to complete projects from the east coast of Australia, all the way round to the west coast of America and 80+ countries in-between.

Michael Philliben
Enterprise Services Director

globalresourcing@hutchinsonnetworks.com
Wireless Upgrades
A key recent project was working with one of our Fortune 100 clients on Wireless Upgrades to over 500 retail stores. Typically, a team consists of a lead network technician and a cable technician supervising on-site teams.

Types of engagement:
- Pre and Post install Site surveys
- Mounting of access points
- Running and testing new cabling, configuring of WLC

Hardware Upgrade
As part of our lifecycle management services offering, Hutchinson Networks works with clients around the world on upgrading their network hardware.

Types of engagement:
- Working on a 1-1 swap of network equipment. Switch & firewalls, routers, wireless LAN controllers, console servers, etc
- Preventative maintenance programs to ensure equipment stays active and usable for the longest period possible
- Power upgrades – UPS and PDU

Surveys
We conduct surveys on behalf of our clients to collate information relating to specific building layouts in multiple locations around the world.

Types of engagement:
- Using Ekahau or AirMagnet software to survey small offices (1-2 hours on site)
- Larger scale engagement includes surveying entire manufacturing plants (up to 3 week engagements)
- Predictive surveys of office, retail and manufacturing spaces to create a design to provide optimum performance and coverage. Taking into account utilisation, environment and customer preferences

Data Centre Roll Outs
We need a large pool of Cisco qualified professionals (from CCNA to CCIE) to provide high value networking services. Engineers cover all of the key networking components within the data centre, including load balancers, firewalls and switching fabric.

Types of engagement:
- Storage: Nimble Storage, NetApp, EMC and HP
- Compute: Cisco UCS, HP Proliant, VMWare ESXi, Microsoft Hyper-V (Microsoft and Linux consultancy through a partner)
- Network: Cisco Nexus, Cisco Catalyst, Cisco ASA, Brocade VCS, F5, Check Point and Palo Alto

AV Installs
Ranging from one conference room to whole buildings, we provide a range of AV solutions.

Types of engagement:
- Install, configure and test anything from speakers and microphones to Cisco Spark room kits and video walls
- Cisco Spark room kits and Telepresence (MX, DX, SX series) to DSPs and matrices
- Audio and Video physical install. Configuration and testing Crestron, AMX savant experience or telepresence
- Installation and configuration of IPTV & CCTV Systems
Global Resource Team

We recognise that the partnerships we have with local teams and contractors are imperative to delivering successful solutions for our customers on a global scale.

By taking an innovative, informative and engaging approach, with new and existing partners, we ensure a straight-forward process is followed when working with Hutchinson Networks.

HIGHLIGHTS

- **3000+**
  - With over 3000 engineers and consultants worldwide, our teams are effectively able to provide solutions and resources on a variety of different requests.

- **100+**
  - Within one month, our global resourcing team engaged with ongoing projects and successfully resourced for hundreds of different projects.

- **24**
  - Given the nature of the IT industry, we also have the flexibility to respond to customers that require technicians on site within 24 hours.

- **200+**
  - Utilising the strong relationships within our network in 2017, our team converted over 200 requests for engineers in that same business day.

KEY QUALITIES

Given the challenges resourcing on a global scale, we have listed the key qualities we adhere to as a team and the qualities we look for when engaging with engineers and technicians we partner with.

**Communication**

- Clear and concise communication is essential across the board both internally and externally.
- We are committed to creating lasting relationships through teamwork and open and honest communications with clients and contractors.
- Effective communication from onsite technicians is vital to the success of the projects.

**Quality**

- All of our work is professional, comprehensive, defensible, easy to understand.
- We know what we are capable of as a team and always strive to give the best account of our ourselves.
- We give honest and informative feedback, including highlighting resourcing challenges, setting realistic expectations and achievable time frames.

**Integrity**

- We do what is right by our clients, colleagues and ourselves no matter what.
- We take pride in our day to day and wouldn’t have it any other way.
- Integrity and respecting each other in all our engagements is vital.

**Respect**

- We approach others with understanding and positivity, recognising contribution regardless of title or status.
- We believe that respect is earned and we will happily go the extra mile to take the first step to earn this.
- Whether working after hours or helping a colleague get projects across the line, these moments are when the strongest long-term relationships are forged.

**Determination**

- We are outcome focused and not deterred by changes or roadblocks.
- When presented with many challenges daily the team has a proven track record of providing solutions no matter what situations present themselves.

**Accountability**

- We take ownership of our actions, our deliverables and our engagements.
- Keeping promises and commitments made to others is essential.
- Challenges present themselves regularly and when they occur we focus on finding solutions and achieving results.

“The Global Resourcing team is looking to establish mutually beneficial long-term partnerships with contractors that go beyond one-time projects.”

Declan Boyce
Enterprise Services, Service Delivery Manager

globalresourcing@hutchinsonnetworks.com
The Hutchinson Networks team has on-the-ground IT strategy and delivery experience in 80+ countries, in nearly every region of the world.
At Hutchinson Networks, we work with a wide range of certified engineers and are always keen to have a chat if you feel that you could add value and expertise to our company through a partnership. Please contact globalresourcing@hutchinsonnetworks.com.

Hutchinson Networks is a global network technology specialist. We help clients navigate the transition to future-ready IT environments through expert advice, complex implementations, and proprietary hosted solutions. We partner with clients to assess, architect, design, implement, manage and review IT infrastructure and network services - unlocking the power of third platform technologies while balancing the increasing demands of legacy infrastructure. We simplify often complex, international IT projects and thrive in multi-vendor, multi-technology environments. Our solutions power some of the largest multinational companies, critical public sector infrastructure, dynamic start-ups, and pure-play technology firms. Hutchinson Networks has on-the-ground experience in 80+ countries and is headquartered in Edinburgh, UK.

Contact us to learn more

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