



## CHALLENGE

Groupe Alain Ducasse has locations on 3 continents and needed a telecom solution that could be implemented at each current location as well as other future locations that could be added to the G.A.D. portfolio. Moreover, G.A.D. was willing for immediate real savings on their communication platform because G.A.D. was facing significant communications expenses across multiple providers.

G.A.D. communicated the following requirements: no boundaries, flexible platform, clear Return On Investment, elegant implementation solution, easy of use and a true partnership.

## SOLUTION

*"I am impressed by how easy it is to do business with Asylum. Their corporate solution quickly and seamlessly integrated to our existing infrastructure allowing us to immediately benefit from quality IP communications."*

Laurent Plantier - Groupe Alain Ducasse

Asylum recommended the Touch Enterprise solution that fulfilled G.A.D.'s requirements set both on fixed-line and mobile communications.

In addition, the solution resented a single-billing solution for multiple communication applications across fixed-line and mobile applications.

The solution was installed in Paris, while New York City received and IP telephony solution to take advantage of Asylum's IP network for long distance calls.

The Asylum package installed in Paris included the following solutions: IP Telephony, QuesCom GSM gateway Voice VPN, Conferencing.

To fully satisfy G.A.D.'s requirements, Asylum took advantage of their partnership with QuesCom. Asylum's wireline and wireless voice solution with QuesCom 400 GSM Gateway which supports 12 simultaneous IP-based calls and enables 4 simultaneous G.A.D. GSM users to make outbound IP-based calls.

## RESULTS

*"Asylum's partnership with QuesCom is founded on exceptional IP communications services and superior customer support. Groupe Alain Ducasse's professionalism allowed them to quickly recognize how new IP communications services could benefit their employees and customers."*

Paul Cheng, Founder and CEO, Asylum Telecom  
Asylum Telecom is a VoIP provider for business and residential customers  
<http://www.asylumtel.com/>



From all angles, results have been very positive. Savings across the first 3 months of IP telephony were 80% alone over the incumbent PSTN solution. The mobile savings results were also significant, averaging over 75% versus calls made prior to the solution. With the addition of Voice VPN between two offices, the savings grew further. ROI for the Paris solution is 6-7 months including the cost of addition bandwidth to support voice.

The Asylum-QuesCom partnership continues to prosper. The combination of IP technologies being offered to enterprise customers as a seamless solution is a compelling case that has been widely accepted. As technology continues to shift and improve, Asylum and QuesCom complimentary relationship will achieve greater successes.

Expansion into other sites including Japan, Italy and Monaco will be fully operational by the end of 2006.