



Dodge and Cox Case Study

Efficient Cross Cross border Communications for Dodge and Cox

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About the Client

Dodge and Cox is a private asset management company that was founded in 1930, in the midst of the Great Depression. Van Duyn Dodge and E. Morris Cox formed a partnership to provide investment counsel. They believed that “well-conceived professional investment management could bring the force of some order into a rather chaotic investment world.”

The Brief

The UK office recently relocated from St James to 48 Pall Mall, London. With this move came the need to seamlessly maintain communications with key colleagues in the US.

Operations Manager, Laurence Reeves said that “the UK relies heavily on its US colleagues based in San Francisco, so the AV systems are important to the company’s internal communications.” The UK AV systems are therefore very similar to their US counterpart systems, with as much standardisation built-in as possible. Visitors from the US office enjoy a familiar user experience.

Why Carillion?

Dee Reed, MD Carillion Communications commented: “Sometimes it’s what you can’t see that’s the important bit. In the case of this project, the liaison with Dodge and Cox’s IT team and their preferred contractor, Morgan Lovell, contributed to a seamless office move and faultless systems set-up. They also said that “The Carillion team is professional and responsive.”



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Laurence Reeves says Carillion Communications always demonstrate a very good understanding of how Dodge and Cox operates and the systems the company needs and were able to liaise with their IT people in San Francisco to ensure a seamless roll-out.

The Solution

The UK office successfully relocated from St James to 48 Pall Mall, London, where the new office includes a fully integrated boardroom, including Cisco video conferencing, 86" NEC display, Crestron control, audio conferencing and Shure microphones.

There is also a smaller self-contained VC room using Cisco Room Kit and Touch 10 controller. In addition, there is a screen in the kitchen/breakout area to display Apple TV.

The Outcome

Carillion were able to install solutions to help maintain quality communications between the two offices. Feedback at the new office has been positive as Dodge and Cox staff have been AV-savvy for some time and the UI remains intuitive to use.

Visitors have been pleased to use Apple TV. The system is used for internal meetings. "Our primary objectives," says Laurence Reeves, "are to leverage technology to save travel costs – yet maintain personal communications – and to foster a team environment.



DODGE & COX