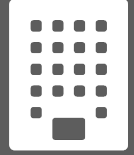


# Case Study

## FW Capital



**FW Capital** is a fund management company making commercial investments in businesses with strong growth potential and is part of the Finance Wales Group, the largest investment group of its type operating in the UK.

### Background

FW Capital's Tees Valley office is based at one of our managed parks, Wynyard Business Park. We have been assisting FW Capital with their telecoms since they moved to Wynyard Business Park in 2015.

Since then, FW Capital has expanded its team, outgrowing its original offices and has moved from the main building at Wynyard Park House into the park's Business Village.

### Services used

- High speed internet connectivity
- Data networking
- Providing Avaya desk phones for team members
- Install SIP-based conference phone
- Handset training
- CAT6 data cabling to allow connection for data and telecoms

### Outcome

Communicate has assisted FW Capital throughout its expansions and, most recently, helped them with their further growth in adding additional data and telephone connections for their newest team members, as well as installing a meeting room conference facility. Communicate's Support Specialist, David Knight, also provided handset training to team members.



### What the client said

FW Capital's Deputy Fund Manager, Nicky Atkinson said:

*"FW Capital manage three funds accessible to businesses in the Tees Valley LEP region, the **Tees Valley Catalyst Fund**, the **NPIF - FW Capital Debt Finance Fund** and the **North East Property Fund**. With the regional economic outlook improving, the demand for these funds has increased meaning our team has had to expand. Communicate has helped us in our time on Wynyard Business Park to provide a smooth move-in, relocation and reconnection service for our requirements.*

*Nicky continues: "Most recently, David assisted us with handset training for the team and the relocation of floor boxes in our new office space, to ensure our new starters were fully connected with their own direct dials allocated for when they started.*

*"Communicate has made life easy for us through every step of our expansion."*