



Rystan Installations, based in Shefford, provides communications networks including structured cabling, fibre optics, wireless LAN supply and installation, cabinets and site surveys (with a full CAD facility if needed) to meet the needs of their customers.

Rystan has been in business since 1979 and has an impressive client list which includes AT&T, Sybase Europe, Stone & Webster and smaller businesses like Longmores Solicitors in Hertford. Here's why so many businesses use Rystan for all their installations:

### About Nestor

The Nestor Healthcare Group is the largest independent organisation dedicated to providing managed services to the UK health and social care market which includes Primary Care Organisations, hospital trusts, nursing and residential homes, prisons, and private individuals. Responsiveness to their customers' needs is Nestor's primary focus .

### Why the need for Rystan

Routing and structured cabling needed to be installed in sub-offices around the UK, and the BNA's computer room at Beaconsfield Court needed to be reorganised.

### How the work was handled

Rystan engineers worked alongside Nestor's own team on site. Bob Lee, IT manager at Hatfield, commented, "The Rystan team are flexible and have a quick response. They're nice guys and do a quality job. There are so many cases where we've asked them at the eleventh hour to make changes and they've always been great and very flexible."

### Why we recommend Rystan

Rystan quotes for many jobs on a "site unseen" basis and therefore includes a contingency to cover additional floors, overnight accommodation or a second day's work. In 80% of cases this contingency isn't needed, and Rystan's invoices are much less than the original amount quoted. Bob continues, "It's certainly a benefit in a lot of cases that Rystan can quote quickly. Their service has generally been very good, which is why I've used them for six years and I am still asking them to quote for all my jobs. They go with us as part of our team and have to use their initiative. They're adaptive and responsive, which is why I recommend them."

### About ESAB

ESAB is the world leader in products, know-how and services for virtually every welding and cutting process and application. The company has undertaken 100 years of continuous research, development and manufacture to constantly improve consumables and equipment on behalf of their customers.

### Why the need for Rystan

ESAB continues to need more workspace. Rystan was recommended by colleagues who'd previously used Rystan to fit out offices for relocation.

### How the work was handled

Rystan handled the installation for ESAB's offices, then did a fitout including voice and data cabling, partitioning, and lighting for new offices in Waltham Cross - and then another complete office fitout in Harlow. Gary Verschoorn of ESAB commented, "The work was basically excellent - Rystan did exactly what we asked, when we asked them to do it, without any hassle, and everything went as planned. We were under a strict time pressure and Rystan threw everything in, going along with changes as they arose."

### Why we recommend Rystan

Gary continues, "We would use Rystan on future jobs and would definitely recommend them to someone else. If you want someone who is going to do a first class job and listen to your requirements, they're the people to speak to. Rystan's engineers and management are all very approachable."

### Rystan Installations Ltd

19, Tippett Drive, Shefford, Beds. SG17 5RW  
email [jenny.perry@rystan.co.uk](mailto:jenny.perry@rystan.co.uk) Tel 01 462 857 180  
[www.rystan.co.uk](http://www.rystan.co.uk)