

[Case Study National Telco]

# UK-Wide Telco signs up to enjoy ServerHouse's USP

ServerHouse



## The Requirement

A National Telco was looking to expand their network into the South of England. They needed to be 'on-net' with a fibre provider to transit their traffic back to the Internet, and required close proximity to their potential customer base in Portsmouth, Southampton and the surrounding areas. The normal route might have been a carrier's POP or Street Cab, but with space and power at a ridiculous premium in POPs, and Street Cabs susceptible to vandalism and accidents, neither solution could provide the Telco's desired quality of service and remain financially viable.

## The Solution

ServerHouse were able to provide a secure, reliable environment in their Tier-2 Data Centre, boasting 'on-net' Tier-1 connectivity, and with excellent strategic location between Portsmouth and Southampton. This would dramatically reduce the implementation time scale, and do away with the on-going maintenance disruption and cost associated with Street Cabs.

ServerHouse's extensive experience, prime location and exceptional connectivity assured the client of a worry-free installation. With 24/7 access, and pre-planned capacity from BT, the Telco were able to install and bring their first customers on-line in just two weeks.

"ServerHouse had what we wanted, where we needed it for a sensible price, additionally they understood what our business was about so met our requirements with out being prompted, it was this foresight that really sold it for me" – Head of Network Deployment – National Telco