

Case Study

bardsley
Better built®



Bardsley builds on efficiency levels with new leased line solution

About Bardsley

Bardsley is one of the leading construction companies in the North West of England. Working on education and leisure facilities, industrial and retail premises, social housing and building over 1,500 homes per year.

Project Overview

Business Requirement

- A dedicated and reliable Internet connectivity solution that offers the same high download and upload speeds

Solution

- A dedicated business class 2Mbps leased line connection

Business Value

- Improved bandwidth, increasing speed and reliability between HQ and 20 remote sites

Industry Focus

- Construction company working with both the public and private sector

Very good levels of service with great communication to the highest standard.

Mark Grandi
IT Manager, Bardsley

The Challenge

Bardsley had an existing ADSL Broadband connection at their head office which was used for office email and web browsing and a small number of VPN (Virtual Private Network) tunnels for sending and receiving information between HQ and remote sites. Over time, Bardsley found that higher upload speeds were required resulting in problems with transferring documents and information between sites which meant VPN could not be used. Standard ADSL Broadband could not solve this problem as it has fast download but slow upload speeds so was not suitable for this two way communication.

In the past this solution was adequate, however as Bardsley's business grew their bandwidth requirements were continually increasing and a solution that offered the same high download and upload speeds was becoming necessary. As Bardsley won more contracts it was apparent that something had to be done very quickly.

Bardsley had an existing relationship with Zen having used their broadband services for some time and were happy to discuss alternative connectivity solutions that would fulfill their requirements. They needed a solution which offered uncontended access guaranteeing bandwidth throughput.



The Solution

The key requirements for Bardsley were a dedicated, reliable and faster connectivity solution. They wanted to improve working practices and provide remote sites with a better business application to help improve efficiency and productivity levels.

Zen proposed a solution designed to meet Bardsley's immediate requirements. The solution was a dedicated business class 2Mbps leased line connection. With the same upload and download speeds, faster dedicated bandwidth and greater reliability, Zen's leased line was the ideal solution for Bardsley's HQ. It allowed Bardsley to have guaranteed throughput backed by a 100% service level agreement. The solution included circuit monitoring and 4 hour on site response in case of hardware faults ensuring maximum uptime for Bardsley.

“Zen's solution has increased the productivity and efficiency levels of our staff. The reliability and speed of the new service helps Bardsley maintain a competitive edge by allowing our staff to focus on delivering projects within programme and on time which we believe is quite unique in the construction arena.”

Mark Grandi, IT Manager, Bardsley

The Benefits

The solution has now allowed Bardsley to increase the number of VPN tunnels improving the transfer of information between HQ and remote sites. The increase in speeds of connectivity means that the 20 sites connected are no longer congested and productivity and efficiency levels have increased throughout the business and amongst staff.

The improved solution has allowed Bardsley to remain consistent having delivered the last 100 projects within program and on time, an achievement which is quite unique in the construction arena.

Bardsley can now continue to plan ahead with the ambition to constantly refine and improve working practices, which might have been a problem on a slow connection.

Bardsley has been pleased with the new solution and commented on the excellent levels of communication and service they continue to receive from Zen. They are now considering other solutions such as VoIP (Voice over Internet Protocol). As the business grows and Bardsley wins more contracts, Ethernet would also be an available option to consider when they outgrow their leased line and may need more bandwidth.

Zen Internet

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Zen Internet

Zen Internet, an independent Internet Service Provider (ISP), has been delivering services to business and residential users in the UK since 1995.

Led by founder and Managing Director Richard Tang, Zen's mission is to provide the best ISP service in the UK and is committed to investing in the latest technologies and providing high levels of service, support and reliability.

What Zen Offer

Whether you want a fast, reliable Internet connection, want to build an online presence, or need a server to provide hosted applications, we can help. Our portfolio includes:

Connectivity

- Broadband
- VoIP
- Leased Lines & Ethernet
- IP VPN
- Managed Firewalls

Hosting

- Domain Names
- Web Hosting
- Managed Hosting
- Dedicated Servers
- Colocation

Data Backup

