

At a glance:

The client?

Sohonet

The challenge?

Sector network provider requiring significant dedicated bandwidth

The requirement?

Connectivity to enable the company to provide secure and reliable network services with zero contention to London's media sector

The solution?

FibreSpan is a critical network partner (since 2004), providing dark fibre network services to enable the company to extend its services to customers across the area

About FibreSpan:

FibreSpan is a network carrier specialising in private ultra-high bandwidth 'fibre to the door' connectivity services. We work with organisations that need to manage uninterrupted communications between multiple locations, providing dedicated point-to-point connectivity for the sole purpose of transporting critical business traffic as cost-effectively as possible.

Contact:

FibreSpan Ltd: United Kingdom

T: +44 (0) 845 313 8900

E: sales@fibrespan.com

www.fibrespan.com

Customer case study: Sohonet

Sohonet is the only network service provider dedicated exclusively to the media sector, enabling its customers to communicate and share information, quickly and securely with others in the media, film and entertainment industries across the globe.

The Requirement

Within the production and post-production environment, time is money and Sohonet is committed to providing an outstanding high-bandwidth service. Sohonet promises to manage a secure and reliable network with zero contention - where transfer times and speeds are consistent at all times - along with exact bandwidth requirements, so customers do not have to pay for unwanted capacity. Sohonet was consequently seeking another reliable dark fibre business partner to help meet these requirements.

"We provide a unique network connectivity service to the film and television industry and have to be geared to meet the specific, high demands of this sector. Our customers make large data transfers within very precise time-scales, so security is paramount. Standard Telco links simply cannot meet our requirements, so it is essential that we can provide connectivity based on fibre networks."

Garry Williams, Director of Sales EMEA, Sohonet

The Solution

FibreSpan was selected for an initial network deployment to supply dedicated dark fibre circuits to connect a number of Sohonet's customers within the West End area of London, in 2004. FibreSpan's solution was well aligned to Sohonet's strategy and the initial deployments proved to be an enormous success. As a result, a long-term partnership was formed and the relationship has flourished.

Customer case study (cont)

“We have developed a long-term relationship with FibreSpan because they provide bespoke, dark fibre at the right price and right level of flexibility for a number of our clients. The solution is perfect for us and our relationship will continue to evolve as our network grows.”

Garry Williams, Director of Sales EMEA, Sohonet

Sohonet has grown its network operations internationally and is renowned as the provider of the world's largest independent media network. FibreSpan has worked as a strategic partner with ongoing network expansion to service customer needs across London. Sohonet has utilised dedicated dark fibre across 25km of FibreSpan network, serving close to 100 clients with secure high-speed networking and internet connectivity to facilitate hosting, data management and digital negative management for file-based productions.

“Through our economical, secure and resilient network services, Sohonet has dedicated access to unlimited bandwidth dark fibre which enables them to provide their customers with high-speed, low latency connectivity services.”

Robert Bicket, Chief Executive of FibreSpan

“FibreSpan helps to meet the demanding workflow requirements and challenges of our specialised industry so that we can deliver an optimum service to customers. FibreSpan has been a strong business partner over the years and has consistently delivered a responsive and flexible service.”

Garry Williams, Director of Sales EMEA at Sohonet