

Customer Success Story

The Client

HNW Architects is located in the heart of historic Chichester. With a diverse client list in the public and private sector, HNW provides commercial, residential, and industrial designs to institutions across the UK.



The Requirement

As an expanding business, HNW had to find additional offices in Chichester to supplement their headquarters. After finding the right location nearby, HNW was faced with the task of connecting the new site to their main office. The firm needed a gigabit Ethernet circuit connection that would enable the transfer of large design files and allow the occupants of their two buildings to work together seamlessly. In addition, the introduction of IP telephony between the sites required a reliable, high-bandwidth connection.

The Solution

Several providers were assessed, however HNW decided to award FibreSpan the contract due to several factors, namely the speed with which they could construct the network, the service and flexibility that they offered, and their highly competitive pricing. FibreSpan deployed their GigaSpan product as a scalable, reliable, and cost effective solution to HNW's bandwidth needs.

“We are delighted with the service we have received from FibreSpan both in terms of installation and product. The private fibre connection between our two offices has provided us with true network connectivity at a competitive price.”

The Benefits

Because of the historic and sensitive nature of the area between these two sites, it was important that disruption was kept to a minimum during deployment. FibreSpan's microduct technology allowed for minimal impact and a civils construction time of only one week. The solution has not only resulted in the convergence of all voice, data, and video communication, but has also given HNW the potential to introduce new applications and services at no additional cost. Furthermore HNW now has the ability to increase their bandwidth needs to any degree at any time simply by adding to their GigaSpan package.