

Customer Success Story

The Client

The London Borough of Hammersmith and Fulham is situated on the western edge of Inner London in a strategic location on the transport routes between the City and Heathrow. The Borough measures five and a half miles from north to south and is one and a half miles at its widest.



The Requirement

The Council's existing corporate infrastructure was based on a number of technologies – an ATM backbone with LoS laser, microwave and BT leased lines providing last mile connectivity. The Council planned to move towards a Gigabit infrastructure between its core sites (seven) and take the opportunity to consolidate its network to a single technology.

The Solution

The Council evaluated its position and found that the cost of linking the sites with Gigabit infrastructure using traditional leased lines was extremely costly. As a result the technology team investigated alternative options to provide the required levels of performance. Several providers were involved in the selection process - their techniques, services and costs assessed. The Council was attracted to FibreSpan because it provided dark fibre at the most competitive rate and charged a fixed annual cost regardless of bandwidth or usage, providing the Council with a fixed cost base for the term of the contract.

“Leasing bespoke, seamless and secure dark fibre from FibreSpan provides us with a significantly more powerful network at the most competitive price on the market.”

The Benefits

The network was deployed in two phases. The first deployment in early 2005 linked the Computer Centre with Hammersmith Town Hall, this was later extended to create a loop connecting six sites with a spur link to a seventh site.

The solution has not only resulted in the convergence of all voice, data and video communication, but has completely removed bandwidth restrictions from the network. The Council is currently running a Gigabit network but has the potential to introduce new applications and services at no additional cost.

What's more, FibreSpan seamlessly managed all of the planning aspects of the deployment, leaving the network team free to focus on other matters. Such activities included organising the landlord agreements and arranging all other permissions.

**David Green, Network Consultant,
London Borough of Hammersmith and Fulham said:**

“Leasing bespoke, seamless and secure dark fibre from FibreSpan provides us with a significantly more powerful network at the most competitive price on the market. It enables us to centralise our core network and expand services whilst saving money in the long-term. FibreSpan provides excellent overall service, beginning with responsive project planning to reliable and discrete deployment, the company has performed superbly.”