

FibreSpeed Case Study – Vaioni, Excelsior Technologies, Deeside

North Wales company investing in a world-class manufacturing site needed world-class IT communications to match

The Challenge

Excelsior Technologies manufactures environmentally friendly, flexible, lightweight packaging. Most of the packaging is for food, while a smaller proportion is used for sensitive medical supplies. It exports the majority of its products to 14 countries across five continents.

To remain a world leader, Excelsior needed more capacity. It previously had operations across three sites, but two were in older buildings and Excelsior's success meant they were rapidly outgrowing them. It needed a single facility that could better meet future needs.

With assistance from the Welsh Assembly Government, it identified a former printing facility in Deeside as the ideal location to invest in. The 8.5-acre complex houses operations from two sites, as well as a previously external graphic design facility.

What Excelsior Technologies needed then was an IT infrastructure to match this new, state-of-the-art manufacturing site.

The Solution

The Deeside site originally had a traditional, copper-based internet connection. This could manage an unimpressive and unreliable 2-megabit download speed and upload speed.

However, through dealings with the Welsh Assembly Government, Excelsior Technologies learned that Deeside Industrial Estate was on the fibre-optic network FibreSpeed. After speaking with the FibreSpeed sales team, Excelsior Technologies chose FibreSpeed service provider Vaioni to connect their Deeside site to the network.

Vaioni was able to provide this connection in conjunction with Excelsior Technology's timescale for establishing its operations in Deeside, so that its IT systems were fully operational when manufacturing commenced.

Benefits

Excelsior Technologies now has 10-megabit download and 10-megabit upload speeds, five times faster than before, and fully upgradable. This greater speed and bandwidth is especially important for its graphic design operation, helping them to reliably and rapidly send and receive large files. FibreSpeed's in-built resilience will mean that the connection is more reliable, leading to less down time and better productivity. Thanks to the greater bandwidth and future capacity additional cost-effective services can be added to it, such as voice over internet telephone – a service Excelsior is already looking at.

“We needed a future-proof and robust internet connection to match our extensive new facilities in Deeside. The FibreSpeed network has given us exactly that. I now believe we have a cost effective network with extra benefits that would not have been achievable had we stayed with a copper-based connection.”

Alan Tunna FCMA MBA, Finance Director, Excelsior Technologies Limited

FibreSpeed enables business and end-users to have affordable, fast, always-on internet with large bandwidth.

To discover how FibreSpeed could transform your business, visit www.fibrespeed.co.uk or call 0844 225 2190

Reverse

Manufacturing excellence needs communications excellence to match

Manufacturers will be familiar with concepts like lean manufacturing and processes that strive for efficiency and less waste. It's essential for 21st century business. But this working excellence can't stop at the factory floor – it must be applied to support services and if possible the supply chain too.

Improve productivity

Internet-based systems play an increasing role in manufacturing. Companies use the latest hardware and working practices to streamline operations, improve productivity, and provide best value for money for customers. FibreSpeed can streamline internet-based systems and boost productivity, too. Faster speeds and greater bandwidth mean you can do more in less time, more reliably than before. You can better connect and communicate with your suppliers and customers. It also gives manufacturers the capacity to be more innovative.

Add value for customers

Better IT communications means manufacturers can work more efficiently, reduce costs and improve productivity. It enables them to be more innovative, and to use this innovation to give them a critical competitive edge. An upgradable technology like FibreSpeed allows for future investment to be less costly and easier to implement, so your IT can grow as your needs change. These benefits can be passed on to your customers in the form of a reliable, good value for money service, both now and in the future.

Transform your business with FibreSpeed. To learn more about the benefits of fast internet services using our optical fibre network call 0844 255 2190 or email enquiries@fibrespeed.co.uk. We'd love to hear from you.