![Neos Networks logo]

CASE STUDY

AI Networks

Ai Networks knew who to turn to when they were looking for an Ethernet partner with a competitive edge

neosnetworks.com

Ai Networks selects Neos Networks as its Ethernet partner of choice.

Multiple Ethernet connections bring networking firm closer to its growing customer base.
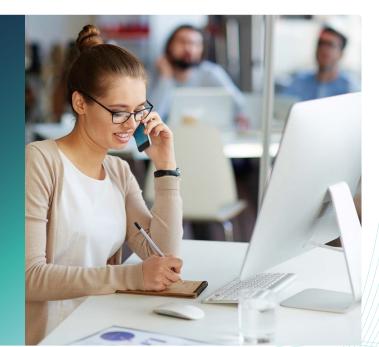
The challenge

Ai Networks delivers fibre broadband, leased line, MPLS, VoIP and colocation services to its customers across the UK and beyond. With increasing demand from both new and existing customers, Ai Networks needed a trusted network partner that could supply high capacity Ethernet connections between its various data centres and customer sites.

In recent years, we launched our flagship Project Edge network expansion in order to make our network more accessible for organisations, like Ai Networks, that operate throughout the UK. We initiated full UK network coverage with the launch of Edge Plus, which ensures our high-performance Ethernet services are available anywhere in the UK by interconnecting with other leading network providers. This has made us a more relevant and cost-effective partner for Ai Networks and was key to its decision to enlist our help. What's more, our expansion plans are set to continue, as we will on-board more exchanges over the coming months, making us the perfect fit for Ai Networks as their business grows.

"Neos Networks service has been highly responsive, making the initial order right through to delivery and implementation a smooth process. We've also been impressed with its modern network infrastructure and LIVEQUOTE tool. Ai Networks champions innovation and, with the use of legacy systems endemic in the telecoms industry, it's encouraging to see Neos Networks joining us in finding innovative ways to improve the user experience."

Mark Boost, Managing Director, Ai Networks

The outcome

While many providers rely heavily on legacy systems and infrastructure, Ai Networks found the service offered by Neos Networks to be highly flexible and user-friendly. The company took advantage of our online quoting and ordering engine, LIVEQUOTE, which compares Ethernet quotes from major UK carriers as well as Neos Networks. The tool helped Ai Networks pass on the best possible prices to its customers, thus gaining a competitive edge.

Having worked together for many years, the relationship has flourished and Ai Networks is very satisfied with the level of service it has received, from the initial order placement stage – which was conducted online via our LIVEQUOTE portal – through to implementation of the multiple Ethernet connections. Our dedicated account team were on hand throughout the process to ensure optimum operational performance is maintained.

By working closely with strategically placed players, Ai Networks has established an extensive network footprint from which it can deliver a truly global reach for its customers.

About Ai Networks

Ai Networks is a specialist in providing carrier-grade connectivity to the UK and beyond. Thanks to their continued investment in to their next generation networks, they can supply fast and resilient services, all backed by high quality SLAs supported by their 24/7 NOC.

Visit ww.ai.co.uk to learn more about their services, including fibre leased lines, MPLS, VoIP and more.

About Neos Networks

Neos Networks provides class-leading connectivity and data centre services that deliver very high performance, cost efficiency and a competitive edge.

The company operates a private telecoms network and an estate of 90 commercial data centres that span the UK. With its extensive telecoms and data centre operational expertise it offers commercial security with unrivalled in-house engineering resource.

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