![Neos Networks logo]

Bridging connectivity and security with Securus Communications

Introduction

Successful projects include delivering a bespoke SD-WAN and NAC solution to McArthurGlen across nine sites, underpinned by dual gigabit RO2 circuits

The long-term relationship between Securus Communications and Neos Networks has developed into a strategic partnership over the last nine years, delivering reliable and cost-effective connectivity solutions to a range of customers across the UK.

Securus Communications is a leading managed network provider, with a strong emphasis on network security and infrastructure solutions. Over the years it has gradually evolved into a managed service organisation, specialising in network access control (NAC), managed hosting, and IT security.

Known for its technical expertise and commitment to quality, Securus offers flexible, bespoke network services to businesses across all sectors.

With a shared dedication to innovation and customer service, Neos Networks and Securus Communications are natural partners. The long-standing relationship has matured and developed over the years. A recent example of a successful collaboration between Neos and Securus was for McArthurGlen, one of Europe's premier developers of designer fashion outlets.

> "In Neos, we've found a trusted partner who understands our needs, as well as the needs of our customers, and can translate these into solutions that deliver. While its offering is very competitive, it's the collaborative approach to problem-solving that makes Neos such a natural choice for our projects. It's the relationship that works, our dedicated order manager makes the journey easy - they come to us with solutions, not problems"
>
> Brett Rowe, Founder, Securus Communications.

The challenge

The project involved implementing SD-WAN and NAC solutions across McArthurGlen's nine sites throughout the UK. The solution aimed to enhance the visibility, performance and security for its London-based IT team.

With dispersed locations across England, SD-WAN would allow the IT team to more easily deploy services across these locations to ensure consistent performance and security across the sites. Similarly, the granular network management provided by NAC would also give the team new levels of control over the network to identify and solve issues or

security threats across all nine sites. Combined, this would grant McArthurGlen visibility of their network down to the individual port. Implementing such a solution required deep expertise and a secure high-capacity network to underpin it - the perfect blend for Neos and Securus.

To help deliver the solution for McArthurGlen, Neos equipped Securus with a gigabit RO2 (Resilience Option 2) circuit for each of the nine sites (eighteen in total). Having these circuits at each site gives each location gigabit bandwidth and provides even more resiliency against downtime or service issues.
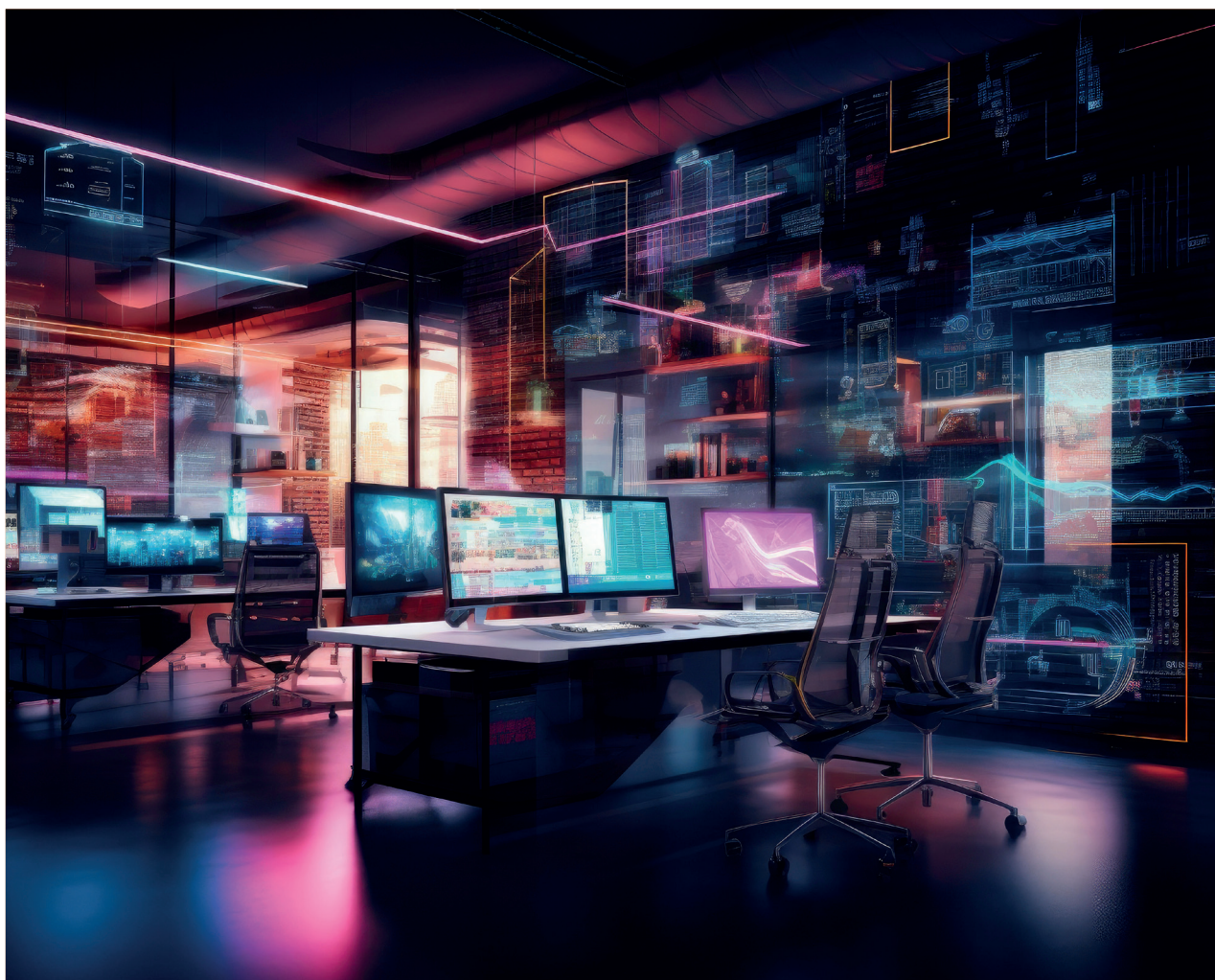
The outcome

Thanks to the partnership, McArthurGlen has a robust and flexible connectivity solution in place which promotes greater visibility and security across the nine sites, backed up by dual gigabit circuits and state-of-the-art dual firewalls, delivering advanced yet cost-effective connectivity.

The customer support from Neos was a significant factor in the project's - and the wider partnership's - success. Brett Rowe, the founder of Securus Communications, praised the support from Neos' dedicated order manager, emphasising their proactive approach and problem-solving skills. This project is one of many success stories coming from the relationship between the two companies, built on effective communication and a deep understanding of each other's needs.

The partnership's success has seen Securus significantly streamline its network service providers over the years, choosing Neos Networks as its primary partner due to its focus on collaboration, competitive pricing, and customer experience.

Currently a silver partner, Securus is actively working towards gold status. This is not only due to their faith in the relationship, but a reflection of the increasing demand of Securus' customers for more advanced connectivity and bandwidths including 10Gbps - 100Gbps services. Neos' continuously expanding network comprising over 600 Points of Presence, 90 on-net data centres, and 4 metro access networks, is ideally positioned to support Securus and its customers with reliable, high-capacity connectivity across the UK.

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 owns and operates a UK-wide network with access to 90 commercial data centres and over 600 Points of Presence. It offers commercial security with unrivalled in-house engineering resource.

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