

A man in a dark suit stands with his back to the camera, looking out a large window. The window provides a view of a city skyline, featuring the prominent, diamond-shaped Gherkin building and several blue construction cranes. In the foreground, a wooden conference table and several black leather chairs are visible, suggesting a professional meeting environment. The scene is overlaid with a dark blue geometric graphic consisting of diagonal lines.

Luminet

THE CONFEDERATION
OF BRITISH INDUSTRY
CASE STUDY

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About CBI

The Confederation of British Industry (CBI) is the UK's premier lobbying organisation, providing a voice for employers at a national and international level.

The CBI speaks for companies of every size, including many in the FTSE 100 and FTSE 350, mid-caps, SMEs, micro businesses, private and family owned businesses, start ups and trade associations.

The challenge

The organisation was relocating to a new London office and had pre-ordered a BT Fibre line ready for the move date. Despite making all the necessary arrangements months in advance, the CBI was let down at the last minute, with BT no longer able to deliver on their promise to ensure the connection was installed in time.

Matt Phillips, the Head of IT at the CBI explains;

"BT had taken a year to deliver what we needed and we had no connectivity in the building".

With the office move in date looming, the possibility of having no internet connection in place to support the business and its staff was becoming a real possibility.

KEY BENEFITS

1) High-speed Fibre-Air service delivered quickly under extremely tight deadlines.

2) Ability to quickly scale their bandwidth up or down to meet demands.

3) A truly resilient internet connection which can be used as a primary or back up service.

The Luminet logo features the word "Luminet" in a bold, dark blue sans-serif font. A light green swoosh underline starts under the 'L', loops under the 'i', and ends under the 't'.



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The approach

Having no connectivity was simply not an option so Phillips investigated alternatives to ensure that the business could continue to operate while they waited for their pre-ordered service. He highlights one of the main reasons for choosing Luminet as the “promise to deliver [a connection] in a very speedy, tight timeframe”, something which BT could not offer. Phillips continues; “from end-to-end, including initial engagement to the actual delivery of the service was around two weeks, which is exactly what we wanted.”

Luminet independently owns and manages its own network, meaning that it does not need to rely upon any other telecommunications supplier in meeting service level agreements - either relating to roll-out timings or ongoing uptime. This gives Luminet a unique degree of power, control and flexibility to deliver an outstanding service in the quickest time possible for its customers.

In addition, Luminet can deliver the service over the air, removing the need for any construction works such as digging up roads to install the connection, which can often be a very time consuming and expensive process.

While one of the main reasons for choosing Luminet was the speed of installation, the wireless solution was not simply a short term option for the company until their BT Fibre line arrived. The CBI planned to keep the Luminet solution in place in the future even after the BT line was installed, by scaling down the existing 200Mbps bandwidth (to 10Mbps) and using the wireless connection as a resilient and diverse back up to the Fibre service.

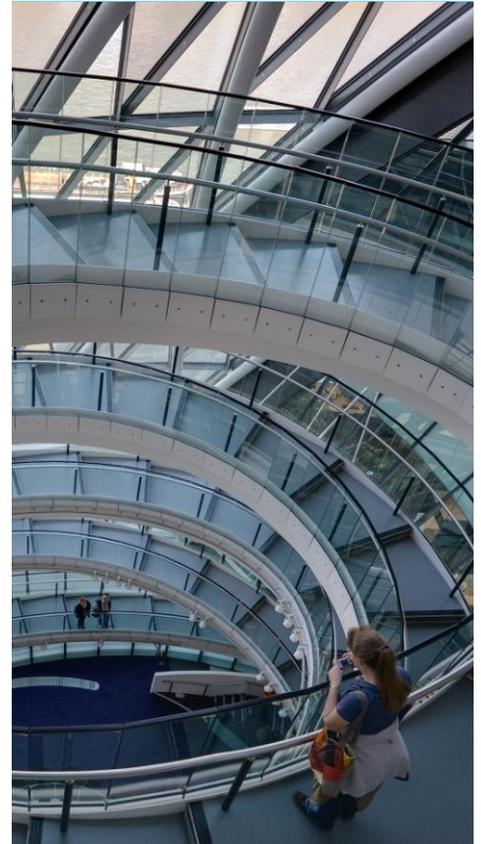
The Results

The CBI has a dedicated **200Mbps** wireless service with Luminet, which was used as the company’s primary internet connection until the BT Fibre line was installed. Matt Phillips states that “absolutely everything, from phones to video to general application traffic” was run through the service. “All of our connectivity from the Head Office goes through it”. The high-speed 200Mbps wireless link from Luminet is powerful and robust enough to support a total of around 220 staff members on a day-to-day basis, providing them with the bandwidth they need.

Now that the Fibre line is installed, the wireless service has become the CBI’s back up line. Having a completely independent network serve as back up provides the CBI with a truly resilient and diverse network infrastructure. If there were any issues with the Fibre connection, the Luminet wireless network could take over in an instant. Phillips highlights that the ability to scale the Luminet connection capacity up or down in as little as 30 minutes is “a point of interest for any organisation” that wishes to have an agile network in place that is fully responsive to their business needs and objectives.

When asked if he would recommend the Luminet service to others, Phillips responded “Yes, I have recommended Luminet to other people in the past and I talk highly of you guys on a regular basis”, later going on to mention that “Luminet is one of my main suppliers that I do not have to worry about...for us it is all about agility and speed, and Luminet ticks all the boxes”.

Phillips believes that the Luminet service provides the CBI with good value for money, and that it enabled the organisation to avoid a genuine business threat; “If we had moved in to this office 6 months ago and we were still struggling to get a connection in place, I suspect it would have been detrimental to our business”.





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- Matthew Phillips, Head of IT at CBI



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