



PUBLIC SECTOR: THE DRIVE FOR BEST VALUE

- **BUILDING A 21ST CENTURY COMMUNICATIONS INFRASTRUCTURE**
- **NGA: ENABLING SUPER FAST BROADBAND TO MEET INCREASING BANDWIDTH DEMANDS**
- **SHARED SERVICES PLATFORM: CHALLENGING THE TRADITIONAL MODEL**
- **SERVICE EXCELLENCE: GEO'S BEST IN CLASS SERVICE LEVELS**

Hungry for bandwidth

A growing population is pushing the public sector's need for efficient technologies to manage public services at all levels. As more and more data is produced, the inadequacies of the UK's existing communications infrastructure for transfer and storage are laid bare.

Copper-based broadband laid in the 20th century is unable to cater for today's burgeoning bandwidth needs. With the UK government committed to bringing broadband across the UK, an aging communications infrastructure is feeling the strain.

THE PUBLIC SECTOR IS UNDER PRESSURE TO IMPROVE THE QUALITY OF ITS SERVICES AND STAY WITHIN BUDGET AGAINST A BACKDROP OF SURGING LEVELS OF DATA TRAFFIC.

Shared Services

No longer best practice, Shared Services and the Total Place agenda is a reality for an increasing number of organisations, with the public sector leading the way with PSNs. Driven by the need for efficiency, the opportunity for sectors including education, blue light, central and local government to place infrastructure at the heart of their shared services strategy is clear.

From shared data centre co-location to shared network infrastructure between public sector bodies; there's a pattern developing.

The reasons for the uptake are clear: increased efficiency prescribed by the Comprehensive Spending Review, lower TCO and best value. Geo has worked with the Welsh Assembly Government on the FibreSpeed project – a platform designed for shared services over the FibreSpeed network for ISPs, local businesses and regions.

NGA

The economic downturn is intensifying the competition for inward investment in the UK, with regions being judged against a range of existing and emerging criteria in the race to create local jobs and encourage foreign investment. Super fast broadband and the credibility of Next Generation Access (NGA) strategies are growing in importance to become a significant factor in business decisions.

The successful formulation of projects such as FibreSpeed and the MDDA FTTP network gives Geo a unique understanding of the challenges and opportunities that exist in making your next generation vision a reality.

Our disruptive 'open access' business model puts the full power of optical fibre in the customer's hands. It's a new kind of public-private partnership that delivers large, complex infrastructures in a way that provides a real return on investment.

The Dedicated Fibre Network Company

- 20th in Deloitte's 2010 UK Tech Fast 50
- Shortlisted for 2010 Sunday Times Tech Track 100 Performance Excellence Award
- 7th in the 2009 Sunday Times TechTrack100

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“THE ROUTE OF GEO’S NETWORK WAS IMPORTANT TO US, HOWEVER, WE ALSO RECOGNISED THAT THE SOLUTION GEO OFFERED US PROVIDED GOOD VALUE. THE QUALITY OF THE NETWORK AND PROJECT DELIVERY ALSO PLAYED AN IMPORTANT PART IN THE FINAL DECISION.”

Barry Forde, IS Director, Lancaster University

CASE STUDY

Lancaster University

LANCASTER
UNIVERSITY



The challenge

Lancaster University is a leading higher education institution with international recognition for the quality of its teaching and research. It has over 16,000 students and 2,400 staff which places considerable demands on its networks.

Lancaster University Network Services (LUNS) is a wholly-owned subsidiary of the university. It has the task not only of operating and maintaining this facility, but also managing all broadband connectivity to schools controlled by the county councils of Cumbria and Lancashire.

LUNS recently found itself in need of a diverse fibre route from Manchester Telecity to its core Lancaster University campus site.

The solution

LUNS awarded Geo a 10-year contract worth over £500,000, to provide the diverse network connection required. This involved not only the use of fibre on Geo’s core national network but also over 5km of new civil engineering. The win followed a rigorous public procurement process in which Geo demonstrated both flexibility and a focus on high performance.

The benefits

LUNS says it chose Geo because it was the only network provider that could provide a truly diverse route to its existing fibre. Geo provided LUNS with the most direct route available, as its networks run across the countryside, rather than along the roadside.

CASE STUDY

Manchester Digital Development
Agency - FTTP NGA Network

MDDA
Manchester Digital Development Agency



The challenge

Manchester has a rich history of creativity and innovation. To continue this tradition, the council identified a need for high speed communications to boost the city’s capabilities and enable it to compete on an international level, whilst attracting and retaining business.

The solution

Corridor Manchester and Manchester Digital Development Agency (MDDA) selected Geo to install the fibre optic cables that will deliver residents and businesses on the Corridor – the Oxford Road area of the city – a next generation access network. As well as providing high speed broadband, the open access network will revolutionise business productivity and opportunities.

The benefits

The project is a stepping stone to help make Manchester an increasingly competitive international city and drive the regional economy. Residents and businesses on the Corridor will benefit from access to broadband speeds of around 100 Mbps+, and the additional services including internet access, TV and telephone offered by service providers on the open access network. There is also potential for services and applications to be developed through the promotion of competition on the open access network where innovation will drive a wider choice of services to the end user; business or residential.

Want to find out more? Please call us on +44 (0) 20 3326 9500 or visit www.geo-uk.net/sectors/public-sector

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