



01453 700 800

Eurolink supply:
Telephone Systems
Telephone Lines & Calls
Broadband Connectivity
Mobiles & Mobile Broadband
Hosted IT Solutions & IT Support

Case Study

Southern Cranes

Communication solution gives new office a little lift

Southern Cranes and Access Limited has been working with Eurolink Connect for more than fifteen years, using them for a total telecommunication solution at their offices. In March 2014, Southern Cranes moved to new, larger premises in order to accommodate their business growth; Eurolink Connect will continue to meet their telecommunication needs at the new office.

The new offices based at a business park in Slinfold, West Sussex have enabled Southern Cranes to expand their office space, crane storage and training facilities for the benefit of their customers. Unfortunately however, the location lacks superfast connectivity at present and Director Kelvin Prince did not want this to impact on their commercial and administrative capabilities. Continuing their relationship together, Kelvin asked Eurolink for the most cost-effective and efficient solution to the problem and Eurolink recommended **Ethernet Fibre Connectivity**. Ethernet Fibre doesn't rely on leased lines and guarantees performance and band width wherever superfast connectivity doesn't exist. For Southern Cranes, installation at the new office has delivered 100Mbps fibre with 50Mbps bandwidth, ensuring the company can continue daily business tasks.

Southern Cranes Director Kelvin Prince comments, "Our new premises are absolutely essential to our business growth and allow us to increase the number of cranes and access machines we have, accommodate our growing staff and provide more training courses for our customers. It is absolutely essential however that our communications are also up to the task and able to support the business growth. Lack of Superfast connectivity in the area could have made things difficult for us,

however the Ethernet Solution Eurolink provided is great and we know it's up to the task!"

Eurolink Director Claire Maddox comments, "Superfast connectivity is becoming increasingly essential to the modern business world; however internet providers just cannot keep up with the installation demand. Ethernet Fibre provides a fantastic, guaranteed alternative for any UK location and was the perfect solution for Southern Cranes. They are doing really well and their business is growing steadily, so we're really pleased to have been able to offer a solution that can help sustain and support that!"

Working together since 1999, the relationship originally began with Eurolink supplying telephone lines and calls. Since then, Eurolink has upgraded them to a Panasonic NCP Hybrid System which works with the new technologies; delivered bonded broadband prior to moving to Ethernet; and now that Ethernet is installed, will also upgrade the traditional telephone systems. Southern Cranes and Access are embracing the new technologies and seeing the benefits through the 100/50Mbps Ethernet Fibre that they are now working with.

Southern Cranes and Access Limited provide mobile crane hire and lifting solutions, in addition to customer training. They have been operating since 1981 and moved to their new premises in March 2014 to accommodate their business growth. For more information, please visit www.southerncranes.co.uk.

Everyone's requirements are different. We at Eurolink understand this and we are passionate about delivering personal, bespoke solutions tailored to each customer's specific requirements. Please contact us on **01453 700 800** for more information.

