Kingston Communications Broadband Saves Elyo 75%

Submitted by: Zed PR
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Kingston Communications has successfully completed roll out of a broadband VPN (virtual private network) across over 50 sites for energy efficiency company, Elyo, using Kingston Communications ADSL 2000 (broadband). The Elyo contract is valued at £120k over three years, and was secured against a variety of competitors. Elyo believes it has made a 75% saving in time and costs by implementing the new system which facilitates remote and mobile working.

Elyo's new IT manager, Stephen Waite, said: "The service has dramatically reduced operating costs at Elyo. Staff based at home and on customer sites have enjoyed massive productivity increases when using office systems, and because they have a more reliable system, they can work effectively from home or remotely without having to commute."

Elyo manages energy and utilities for industrial processes, operates district energy networks, maintains thermal and technical equipment and undertakes facilities management. By outsourcing to Elyo, some of the world's biggest companies expect both to directly save costs and to make efficiency gains on energy by allowing teams to focus on core competencies. Behind the scenes, Elyo is saving energy for some of Europe's biggest companies, including Kodak, Rolls Royce and Nestlé. Its customers include corporations, local authorities and managers of residential sites.

Elyo's UK teams are located in 57 separate locations, often permanently based at a customer site for years at a time. Additionally, the company has numerous homeworkers.

At the 20 largest sites, data comms bills were running at £21-22k per month, and homeworkers were using dial up access which was slow and unproductive. But given Elyo's reputation for quality and flexibility, and the nature of its services to customers, anything they put into the hands of an external supplier has to be similarly reliable.

Elyo's new IT manager, Stephen Waite, said: "Elyo Industrial Limited now has 29 sites and 28 home users using this system and is constantly growing. All users have experienced marked improvements in time management and Elyo Industrial Limited as a company is delighted with the 75% savings in time and costs made by implementing the new system."

"Kingston has always been on-site well within 24 hours, and at head office response times have been well under four hours. All of our managers and business managers regularly work from home. For them, the system has improved no end. Our department is able to focus and work more efficiently because we don't have a constant barrage of users saying the system won't work or isn't fast enough."

The technology implemented included a 2MB Kingston Direct Internet connection, installed at the central office with no noticeable disruption, a Cisco VPN concentrator and firewall at head office, Kingston ADSL services and Cisco 837 routers at Elyo's customer sites and for teleworkers. This was all integrated with Elyo's existing Cisco infrastructure, including Kingston managing and implementing a major change to the IP addressing scheme on existing Cisco equipment.

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Notes to editors:
Kingston Communications has been shortlisted for the 2005 ISPA awards in the Best Sumo Business Broadband category for its ADSL 2000 service, along with six further categories.

Note to editors:
About the Kingston Group
Kingston Communications is a leading provider of communications services. Our capabilities are built on the solid experience gained in our heartland in East Yorkshire, where we have been providing leading edge residential and business services for 100 years.

Today, we also offer a wide range of voice, data, internet and outsourced contact centre services to UK businesses. As a 'network-balanced' organisation, we are ideally positioned to provide the best possible solution for our customers. Our strong service ethos ensures we always work closely with our customers, using our experience and expertise to help them serve their own customers as effectively as possible.

The Kingston Group includes Eclipse Internet, an established and growing broadband ISP that delivers internet connectivity and services to businesses throughout the UK.

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