



KCOM

“ KCOM was a frontrunner to the RFP from the moment the tender response arrived. They talk openly and honestly, and engendered confidence with their sales approach, project management methods and technical expertise. With KCOM we’ve got the right solution strategically. ”





Prior to implementing the KCOM WAN, THT had been limited in its ability to deliver improvements to systems and ways of working. The WAN provided by KCOM has proven flexible, cost effective and secure, allowing THT to move forward on security and mobile working projects. Additionally, the integration of all our sites into a central VPLS has allowed THT to lower the administration overhead in managing our endpoints.



Chris Cranie
Consultant IT Director
at Terrence Higgins Trust



KCOM and Terrence Higgins Trust (THT)

Solution
Coverage
Sites

Managed WAN
National
30+ Clinic and Admin sites

Supporting business needs

It is essential to THT to be able to work in partnership with their communications provider to really understand the needs of their business, both immediate and into the future. As an organisation dealing with confidential medical records, as well as clinical procedures and research, the security and performance of both the data and services are critical to the charity and meeting their objectives. The managed services and WAN that KCOM has provided not only ensures total security and peace of mind for all this sensitive data, but also provides the capability and flexibility to deploy new and emerging applications and technologies across the organisation to enhance the work they do.

Benefits of the solution include:

- Implementation of a secure, managed and robust WAN for the next 5-7 years
- 40% annual savings against legacy network costs
- Enhanced security features to prevent threats from entering the corporate network
- Improved integration for remote and home workers without compromising security
- A connected network to enable future strategy including integrated telephony and centralised management of endpoint security

By partnering with KCOM, THT was able to ensure that the migration from their legacy managed services supplier was supported end to end with KCOM there to support and educate every step of the way. As part of the network refresh, not only did KCOM improve the network and cost efficiency, but THT is now able to take advantage of new and emerging technologies. With the effective delivery of their WAN, THT can now look at additional applications to complement this service, ensuring they have the right technologies to continue their life altering work.