

When Ai Networks  
needs an Ethernet  
partner with an Edge.

WE PERFORM

Case study

**Ai Networks selects  
SSE Enterprise Telecoms  
as its Ethernet partner  
of choice.**



# Multiple Ethernet connections bring networking firm closer to its growing customer base.

## The challenge

Ai Networks delivers fibre broadband, leased line, MPLS, VoIP and colocation services to its customers across the UK and beyond. With increasing demand from both new and existing customers, Ai Networks needed a trusted network partner that could supply high-capacity Ethernet connections between its various data centres and customer sites.

In recent years, we launched our flagship Project Edge network expansion in order to make our network more accessible for organisations, like Ai Networks, that operate throughout the UK. We initiated full UK network coverage with the launch of Edge Plus, which ensures our high-performance Ethernet services are available anywhere in the UK by interconnecting with other leading network providers. This was closely followed by Edge 2, which provides a further 50,000 prime business postcodes with easy access to our network. The Edge journey has made us a more relevant and cost-effective partner for Ai Networks and was key to its decision to enlist our help. What's more, our expansion plans are set to continue, as we will on-board more exchanges over the coming months, making us the perfect fit for Ai Networks as the business grows.

## The outcome

While many providers rely heavily on legacy systems and infrastructure, Ai Networks found the service offered by SSE Enterprise Telecoms to be highly flexible and user-friendly. The company took advantage of our online quoting and ordering engine, LIVEQUOTE, which compares Ethernet quotes from major UK carriers as well as SSE Enterprise Telecoms. The tool helped Ai Networks pass on the best possible prices to its customers, thus gaining a competitive edge.

Having worked together for the last 18 months, the relationship has flourished and Ai Networks is very satisfied with the level of service it has received, from the initial order placement stage – which was conducted online via our LIVEQUOTE portal – through to implementation of the multiple Ethernet connections. Our dedicated account team were on hand throughout the process to ensure optimum operational performance is maintained.

By working closely with strategically placed players, Ai Networks has established an extensive network footprint from which it can deliver a truly global reach for its customers.

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**“SSE Enterprise Telecoms’ service has been highly responsive, making the initial order right through to delivery and implementation a smooth process. We’ve also been impressed with its modern network infrastructure and LIVEQUOTE tool. Ai Networks champions innovation and, with the use of legacy systems endemic in the telecoms industry, it’s encouraging to see SSE Enterprise Telecoms joining us in finding innovative ways to improve the user experience.”**

Mark Boost, Managing Director,  
Ai Networks

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## About Ai Networks

Ai Networks is a specialist in providing carrier-grade connectivity to the UK and beyond. Thanks to our continued investment into our next-generation networks, we can supply fast and resilient services, all backed by high-quality SLAs which come with our 24/7 UK-based NOC support. Visit [www.ai.co.uk](http://www.ai.co.uk) to learn more about our services, including fibre leased lines, MPLS, VoIP and more.