



euNetworks

Case study

Scalable, Managed Connectivity
for a Leading Cybersecurity Company



The Company

A global leader in cybersecurity and compliance, our customer protects organisations' most critical assets, their people. With a strong focus on cloud-based, people-centric security, they provide intelligent solutions that stop targeted threats, protect sensitive data, and maintain regulatory compliance for enterprises worldwide.

Operating at the forefront of digital protection, the company's infrastructure must support high-performance, secure, and scalable operations across multiple data centre environments.

The Challenge

As part of their continued growth in the European market, our customer needed new connectivity between their deployments in Equinix and Digital Realty data centres. They required a solution that ensured low-latency performance and high levels of control, while

being easier to manage and more cost-effective over time. It was also important that the solution had the scalability and operational efficiency to support their expanding service portfolio.

The Solution

euNetworks proposed Private Connect, a managed and scalable connectivity service built specifically to meet the customer's requirements. The fully bespoke solution was designed to deliver the flexibility, scalability and high-performance the customer needed.

The initial deployment delivered 2x40G diverse paths, with capacity expansion built into the architecture. By handling the active infrastructure layer and integrating multiple service elements, euNetworks became a strategic partner rather than just a connectivity vendor– aligning the service directly with the customer's infrastructure roadmap.

The Benefits

- **Accelerated Delivery**
Lead times were significantly reduced from the typical 75 days to just 30 days, thanks to proactive pre-ordering and close collaboration.
- **Reduced Total Cost of Ownership**
The total contract value delivered a 20% saving compared to alternative solutions, thanks to the efficiencies of a managed solution.
- **Scalability & Flexibility**
The design allowed seamless scaling to meet growing demand and evolving service needs.
- **Operational Simplicity**
With euNetworks managing the underlying infrastructure, the customer was able to reduce internal overhead while maintaining control and performance standards.

Why euNetworks?

- **Consultative Approach**

euNetworks conducted a detailed discovery process to understand the customer's service goals, ultimately recommending the most strategic solution.

- **Future-Proof Infrastructure**

The solution was built with growth in mind, supporting scalable capacity and resilient architecture.

- **Efficient Onboarding**

A clear onboarding process helped streamline implementation, managing internal and external expectations around service agreements and timelines.

- **Metro Market Expertise**

Throughout the project, euNetworks demonstrated their unique ability to unlock value in metropolitan fibre networks through solutions like Private Connect.

“euNetworks is focused on investing in both network and service solutions that support customer's bandwidth needs. We introduced **Private Connect** in 2017 and we have seen good uptake of it with customers in a number of industries. They're getting a scalable network that is both private and cost effective.”

Toby Williams

Chief Product Officer, euNetworks

**To find out more about how we
can help you with your critical
network challenges, get in
touch today.**

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