

Telcom Networks powers Manchester connectivity vision

About Telcom Networks

Manchester company Telcom Networks is a company on a mission. Simply put, it wants to build a nation where everyone has access to affordable, ultrafast internet. It's an ambitious goal, certainly. But from the drive, passion and enthusiasm of its founders you get the feeling that given time they might just pull it off.

It all started when two virtually penniless young entrepreneurs looked for the best place in the UK to start a tech business. Information outside London was scant, so they embarked on a bus tour to find out for themselves. Inspired by the Gates Foundation principle of giving back, they shared the data from the journey - by now called Tech Britain - with the rest of the tech community.

Stopping off in London just long enough to attend Cabinet Office and Buckingham Palace summits, they returned to Manchester and then created the SpacePortX shared workspace for startups.

The key finding from their tour was just how woeful Britain's internet connectivity was (as recently as 2016 it was the third worst in Europe according to the European Commission) and Telcom Networks was born to turn the country into Europe's best connected. It plans to do this one city at a time, creating what it calls HyperCities - places where fast, affordable internet is ubiquitous and all-pervasive. And its home city of Manchester is the first on a list that already includes Leeds, Liverpool, Birmingham and Bristol.

The solution

Telcom Networks CEO Shaun Gibson then met with The Loop - a large scale, independently owned fibre network deep below the streets and covering Manchester city centre, Trafford, Salford, Manchester Science Park and MediaCityUK.

The Loop's network of more than 187Km of fibre reaches all the city's prime data centres, media hubs and business communities. And crucially it supplies dark fibre up to 100Gb with all the necessary civil engineering and street works knowledge required to make speedy into-the-building installations.



“ The Loop has a terrific platform for helping us deploy the first Gigabit HyperCity right here in Manchester. Being a regional player, The Loop is easier to access and a lot easier to work with. They know the buildings, they know the streets, they know how to get the jobs done and can typically get a building connected within just 28 days.

Shaun Gibson
Group CEO Telcom Networks

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The Results

Working in partnership with The Loop under a 10-year strategic collaboration, the roll out of Telcom Networks' plan is proceeding well. So far there are 30 sites connected including the Federation Building, XYZ Building, No. 1 Spinningfields, Exchange Quay, ABC Buildings, 22 and 24 Lever Street – all home to creative, media and innovating companies.

Looking to the future Telcom Networks is confident of reaching its goal of 300 buildings within two years, moving even closer to the HyperCity vision and further underscoring Manchester's role as Britain's Northern Powerhouse.

“We believe the way to transform a city and its communications infrastructure is through the deployment of and ready access to Dark Fibre. It creates so many positive economic factors, stimulates new and existing businesses and generates an environment for regeneration,” says Shaun Gibson. “Wherever our partnership goes there's a large base of landlords ready to make the most of the opportunities that widespread access to massive bandwidth allows.

“The Loop continues to be a very supportive partner throughout this process. They're easy to do business with and even though they're a relatively small team they're fantastically well equipped to handle all the civil engineering and local authority liaison required for successful fibre deployments.”

The benefits

- Ready availability of Dark Fibre
- Unmatched local knowledge
- Strong engineering skills
- Fast to deploy
- Extensive fibre coverage



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