

7<sup>th</sup> July 2013

## **To: All firms operating from Tanshire Park Business Broadband Connectivity**

### **A little history:**

You will remember our last update focused on the possibility of arrival of the Surrey "Superfast" broadband programme. We have been tracking and lobbying this programme vigorously, only to be disappointed in the end. First, the roll-out stopped at the Elstead village boundary, but perhaps more importantly only would have offered a limited "UP TO 15 mb/sec" asymmetric contended service.

In plain language this means that the "download" speed is headlined, the "upload" speed is not. This is the style of domestic broadband where download-streaming capability is the big sell. The "Up To" and "contended" terms mean that the service speed is traffic dependent. A good analogy is that the M25 has a capability of 70 mph in parts, but this is usually restricted (contended) by road works, traffic load, etc. Sometimes it even stops!

### **The way forward:**

Having established this position, we needed to move on to find an alternative strategy for connecting Tanshire Park to the web. We're delighted to announce that following a competitive search, we have selected a firm specialising in Business Park connectivity, **WarwickNet** (<http://www.warwicknet.com>) will bring a high capacity data bearer (fibre optic cable) to our comms room, and then provide a range of individual i/p addressed high speed services including asymmetric, symmetric, contended and uncontended products to meet the different business needs. The service to each user would be **directly contracted with WarwickNet**. A strong take-up is important for the viability of the service, and we hope your businesses will be able take advantage of the connectivity.

### **Our next step:**

**To launch the service, we will be holding a forum on Wednesday July 23<sup>rd</sup>, starting at 10.45 am sharp in the café** (more details to follow). The session in the Café will comprise a 30 min presentation covering an introduction to WarwickNet, the intended approach, the technology, etc. This will be followed by clinic sessions on an individual firm basis with WarwickNet. During this session you can discuss your firm's current systems, needs, and establish which level/capacity of service fits best, etc. A prompt will be provided to help you prepare for the discussions. Any of your IT support team are of course welcome. If you cannot make the launch, 1-2-1 follow-ups will be arranged.

### **Implementation:**

There is some basic infrastructure that WarwickNet need to provide. Once complete, firms will be able to sign-up, pay for a connection to the hub, and embark on a fairly simple implementation and connection process.

We hope you will find this approach to improved connectivity attractive – please don't hesitate to contact me if you have any immediate questions.

Kind regards, your sincerely,  
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