



Multi site network Case study

Node4 & Plastribution

“There has been a definite improvement in speed and reliability with the broadband connections we now have in place.”

Mike Boswell
Managing Director

Background

Plastribution is one of the UK's top distributors of plastics raw materials with sales offices in Scotland, Cambridgeshire and the head office in the Midlands. Plastribution has the distinction of having been a finalist and winner of The Plastics Industry Awards in 2003, 2004 and 2006.

With over 25 years experience in supplying thermoplastic raw materials, Plastribution distributes superior quality products from a network of 9 warehouses located across the UK.

The company increasingly relies on IT to deliver its specialist products and excellent technical support to its customers. Mike Boswell, Plastribution's Managing Director, explains:

“No other polymer distributor in the UK can match our level of technical expertise and our level of commitment to our customers. Our clients are able to benefit from the immense technical capability of our team and we regard our IT infrastructure as an integral part of our business.”

With around 60% of Plastribution's £32m in sales coming from online orders; the internet and broadband connectivity are becoming progressively more important to Plastribution.

The Challenge

As part of the company's IT review, Mike found that the existing broadband connections were inadequate for the business. Plastribution implements Microsoft Dynamics NAV, an application which integrates functionality from financial management, supply chain collaboration, customer relationship management and e-commerce systems.

This thin client solution relies on consistent speeds to perform at its optimum and the contended connections in place at Plastribution were proving to be unreliable.

The Solution

Following a meeting with Mike and a member of staff from Plastribution's IT Support, Node4 recommended setting up a private network between the 3 sales offices.

Node4's unique offering for connecting multi-site businesses is the IP-BVN solution. Using uncontended, business grade broadband connections each site is linked via Node4's core network. No site to site traffic goes over the internet, providing a secure, private network and, being uncontended, the connections are faster and more reliable.

The solution also involved setting up a firewall in the Node4 data centre, providing centralised internet access. Plastribution no longer need to have a firewall at each site making it much easier to manage and maintain internet security.

“I am happy to recommend Node4 to other businesses and will be delighted to pass on any opportunities...”

Mike Boswell
Managing Director



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The Major Benefits for Plastribution were:

Bandwidth and Reliability - Since the switch to Node4, Plastribution has seen a dramatic improvement in the performance of the broadband connections.

Ease of Transition - Plastribution was able to seamlessly migrate from their previous service provider to Node4. Mike was pleased with the transition:

"Node4 took control of the transition and kept us informed at every stage without disrupting the running of the business. They also worked closely with our outsourced IT Support team so that we were kept involved throughout which helped to achieve a smooth migration"

// Since the deployment, Node4 has continued to remain responsive to our needs and I look forward to working with them in the future.

Mike Boswell
Managing Director Plastribution

The Future

With a private Quality of Service (QoS) network now in place, Mike could consider integrating some or all of the 9 warehouses into the network.

There is also the option to install an IP telephone system, as the IP-BVN network provides the ideal infrastructure to run voice applications. Using IP Telephony intersite calls would be free and communications would be unified across all sites.

About Node4

Founded in 2003, Node4 a Cisco Premier Certified Partner, has developed a wide range of compelling IP Telephony solutions aimed at the SME market. Running its own state-of-the-art data centre and national MPLS network, Node4 offers a unique Quality of Service enabled broadband solution (IP-BVN) that guarantees the highest possible call quality when used for VoIP, backed up by an impressive SLA.

Since launch, Node4 has secured many high profile contracts with well known organisations. Node4 is privately owned and is committed to building on its initial success, continuing to develop innovative products for the Cisco channel.

Node4 was the first ISP worldwide to develop a multi-tenanted environment based on Cisco CallManager providing SME's cost effective access to Cisco IP telephony services.

If you would like Node4 to help empower your business and present cost savings with improved customer relations then do not hesitate in contacting a consultant today on:

0845 123 2222



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