

With the assistance of GBICS.com®, the University of Reading has refreshed and increased its core network capacity and enabled unprecedented speeds to desktop.

The Client:

There are over 17,000 students at the University of Reading. As one of the world's top 200 Universities, and in the UK's top 10 most research intensive, the University of Reading enjoys a world class reputation. With three multi-campus sites encompassing research, educational and business faculties along with student accommodation, ICT is at the very heart of the University's success and continuing plans. A multi-million pound investment programme is delivering first class facilities and strengthening its international reputation for quality teaching, research and enterprise.

The Challenge:

In early 2014, the University's IT Operations Manager, Dr Andy Gatward, approached GBICS.com® regarding Network Infrastructure refresh projects for their Whiteknights and Greenlands sites. Having already identified the vendors of choice to increase the backbone speeds of the core networks involved, the University needed a cost effective solution for the large quantity of optical transceivers required. While open to a third party solution, the University was determined to choose a brand that would offer the same quality and standards of vendor branded products, without compromising on compatibility.

The Solution:

Changing vendors and technologies can be a daunting proposition. GBICS.com® were able to assist with proof of concept by offering all of the required items on loan for testing purposes. By ensuring compatibility at planning stages of the project, the University was able to assign budgetary costs to each aspect of specification with incredible accuracy. Coupled with the GBICS.com® Lifetime warranty, and safe in the knowledge that all of the products were certified to European safety standards verified by independent UKAS accredited laboratories, the project managers were able to advance planning and implement installation schedules with a positive outcome already guaranteed. By helping identify an area where the University could save over a third of its overall IT budget, GBICS.com® helped free valuable resources for other vital areas of information technology expenditure.



For more information contact our sales team:

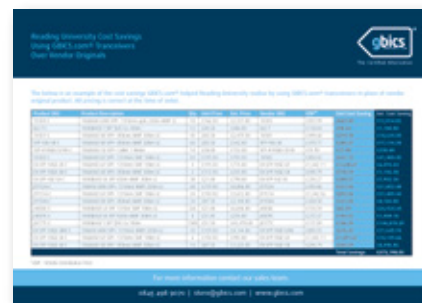
0845 498 9070 | store@gbics.com | www.gbics.com

Andy Gatward, IT Operations Manager, Reading University

GBICS.com® have been a fantastic supplier, always offering great service and excellent value. We have used the company many times for a variety of projects, including some more unusual requirements. Mark and the team have always been willing to go above and beyond all expectations, including when we experienced a compatibility issue with one particular Juniper device. We will no doubt continue to use GBICS.com® for our optical transceivers and direct attach cables in the future.

Cost Saving Report:

A detailed cost saving analysis is available on request, please email store@gbics.com to request this document.



The screenshot shows a table titled 'Reading University Cost Savings Using GBICS.com Transceivers Over Vendor Quotes'. The table has multiple columns, including 'Part Number', 'Description', 'Quantity', 'Unit Price', 'Total Price', and 'Savings'. The table contains several rows of data, with the 'Savings' column showing significant cost reductions. The GBICS logo is visible in the top right corner of the screenshot.

More Testimonials:

Good service and excellent value - We've used the company many times and found that they can supply parts at a fraction of the cost of their Cisco equivalents. When we did have an incompatibility issue with a couple of SFPs, the issue was taken seriously and investigated fully. A mark of a good company is how they deal with things when the unexpected occurs and GBICS.com® certainly scored on that front. We shall no doubt be using their services more in the future.

Phil Jones, Team Leader Data Networks, Bristol City Council

GBICS.com® answered all of my questions and even tested the GBICS specifically for my application to ensure that we would not have problems. Delivery was on-time and GBICS.com® followed-up on my enquiries swiftly. A good example to the industry.

John Lake, Project Manager, Roke Manor Research Ltd

We have been working with the team at GBICS.com® for a few years now, and will continue to do so as we feel they have a great product, literature and website and a fantastic team who understand their clients' pressures and bend over backwards to ensure we get the right product, on time. Highly recommended.

Network Operations Analyst, Queen Mary University London

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