

Case Study

Client Company Synopsis

Talon Manufacturing has been at the forefront of quality manufacturing for over 20 years. In 1986 Talon went into production with its own product, the Talon Hinged Clip, and other products quickly followed. Talon has now manufactured well over 400 million pipe clips for the plumbing industry and continues to manufacture its products in Gillingham, Kent.

Project Brief

Talon Manufacturing originally contacted Fluidata for a VPN connection between its manufacturing site in Gillingham and the sales offices in Strood, Kent. The solution had to be reliable and cost effective as data would be transferred throughout the day between the sites. Talon also wanted the ability to manage and monitor bandwidth usage.

Fluidata's Role

Talon had already investigated a point-to-point connection as a reliable solution but this proved prohibitively expensive. Talon Manufacturing also considered using conventional ADSL Max, for the 0.8 Mb/s upload. However, at a high 20:1 contention the service could not be guaranteed.

Fluidata recommended ADSLvox, as it offers a low 5:1 contention and is therefore able to provide a solid and reliable connection for their VPN. With this service Talon also received access to Fluidata's web-portal, which gives them live monitoring of their bandwidth usage, as well as connection uptime information.

Client Feedback

"Rapid growth and more office staff meant we had outgrown our previous internet solution and had a desperate need to improve our upload speeds to run our accounts and despatch software across our two sites. Reliability was very important to us as without the Internet our business cannot function. Fluidata's ADSLvox has delivered excellent results and exceeded our expectations in terms of cost, speed and reliability. We have no problem in recommending Fluidata's services."

You can view Talon Manufacturing's website on: www.talon.co.uk

Further details on Fluidata's products and services can found online at www.fluidata.co.uk or by calling one of our Account Managers on 0845 868 7848.