

Research Machines (RM) is a leading supplier of software, services, and systems to educational institutions in the United Kingdom. The company required an industry leader to provide fast, reliable connectivity to support its key purpose, to connect thousands of schools around the UK to the internet.

The Challenge: *higher-quality connectivity to hundreds of thousands of PCs in primary and secondary schools throughout the UK*

RM sought a high-quality Internet connection to provide UK-based students reliable access to global online information. Because many educational web sites are hosted in the US or elsewhere overseas, international connectivity from a global provider was a top priority.

Company Statistics

- Industry: Information technology
- Product:: Internet service
- Employees: 1,200
- Site #: 11,500
- Locations: 35 countries
- Annual Sales: £220 million

The comprehensive solution needed to offer:

- A fast response time
- A global network
- A scalable framework

The Solution: *to reach the internet, turn to a leading internet provider*

RM chose Sprint as its provider. By connecting RM to the SprintLink™ Global IP Network, its Tier 1 seamless network, Sprint helped RM deliver reliable internet service to more than 8,000 educational institutions. Many of these schools are now enjoying an internet connection of up to 2 Mbps.

The SprintLink OC-192 IP backbone carries over 1/4 of the world's internet traffic. Moreover, many commonly accessed web sites reside on the Sprint network. Because of this, Sprint can provide RM fast, dependable access to internet content over a majority of Sprint-owned lines. And with Sprint's industry-leading Service Level Agreements (SLAs), including low inter-regional and intra-regional latency guarantees, RM can rest assured its internet connectivity will be available.



The Result: *higher-quality, fully-scalable connectivity*

For RM, quicker access was key. Its business has seen an exponential growth in requirements from the schools they serve. The initial solution Sprint provided RM included 45 Mbps internet transit capability. After experiencing the high performance service Sprint provided, RM more than tripled its capacity to a 155 Mbps solution, all within a year's time. And the growth will continue beyond that. With a variety of speeds ranging from 64 Kbps to STM-1, Sprint's scalable, reliable solution is geared to meet RM's growing IP connectivity requirements, both today and tomorrow.

"Given the economic climate, choosing a new, long-term IP transit partner that was stable was a challenging task. Sprint fit the bill..."

Rob Sirs

RM group products & services director

The Solutions Source: *Sprint*

Sprint is a leading provider of communications solutions:

- **Global reach:** Utilizing its OC-192 bandwidth across the Atlantic, in the US, and in Europe, Sprint is able to deliver traffic from the US and other international web sites quickly and reliably.
- **Guaranteed performance:** With access via one autonomous system number on a majority of its network, and the fact it was built from the ground up, the SprintLink IP Network provides extensive connectivity with optimal performance.
- **Responsible customer support:** Sprint's global account teams provide support from network design, to implementation, to post-scale follow through. Sprint works with customers to access their needs and delivers customized network solutions.
- **Extensive experience:** As a company, Sprint has over 100 years of telecommunications experience. Currently, Sprint serves more than 26 million residential and business customers in 70 countries worldwide.